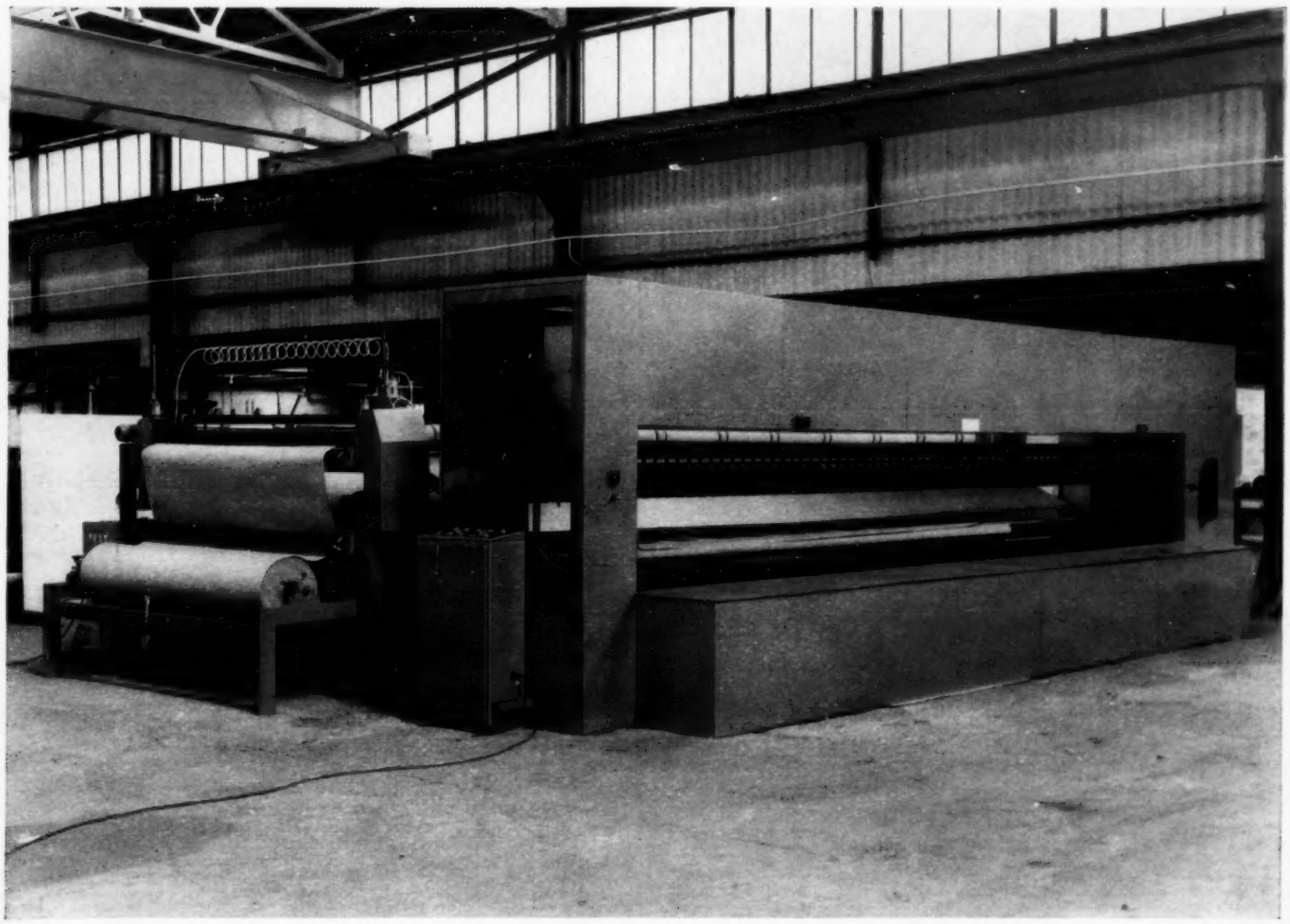
Board of Trade Journal

Volume 197, No. 3792 Published by Her Majesty's Stationery Office 19 November 1969



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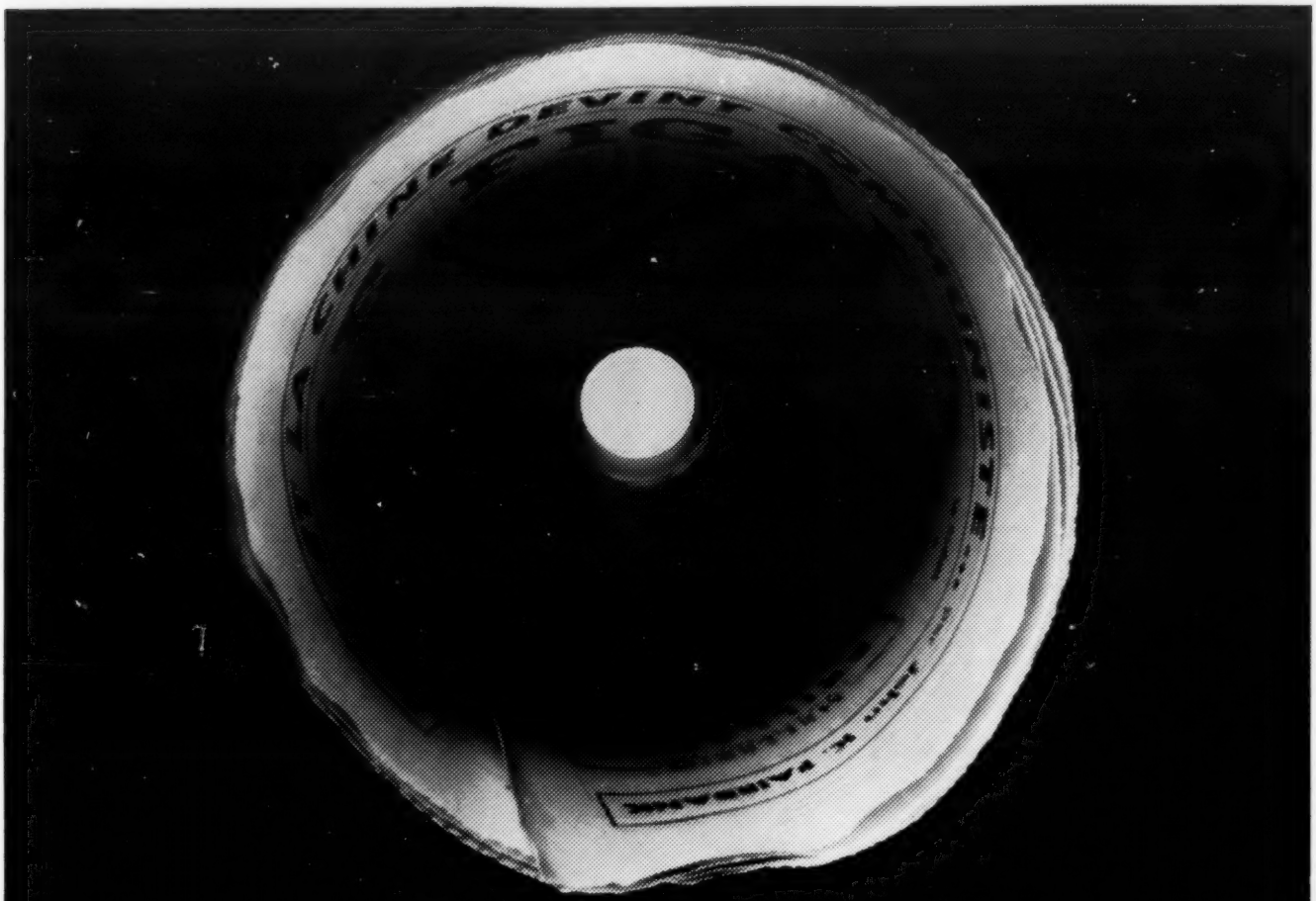

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VOLUME 197, NO. 3792. PAGES 1337-1436. 19 NOVEMBER 1969.
PRICE 2*s.* 0*d.* (10p). NET SUBSCRIPTION INCLUDING POSTAGE £6 18*s.* 6*d.*

Editorial Address:
Board of Trade Journal, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. Tel. 01-222 7877.

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Front cover photograph

A 'Wrapidpack' carpet packing machine built by Darwen Equipment Makers (WPM) Ltd., shown prior to installation in a large carpet plant in the Federal Republic of Germany. The machine is approximately 27ft. wide by 20ft. long and is used for the rolling and packing of both cut lengths and full roll carpets. Being automatic it requires only one operative to produce an output equivalent to that of six men using traditional manual methods. Darwen Equipment of Wythenshawe, Manchester, are acknowledged to be amongst the world's most advanced designers and manufacturers of post-product carpet handling and cutting equipment. More than 80 per cent of their current production is destined for overseas markets. They are a unit company within the technical division of Wall Paper Manufacturers Ltd., and part of the Reed Group.

LATE ANNOUNCEMENT

Irish Republic: Import of tomatoes

THE MINISTRY of Agriculture and Fisheries in the Irish Republic has announced that under the Tomatoes (Regulation of Import) Order, 1948, licences are not required for the importation of raw tomatoes with effect from November 18, 1969.
Licences under the Colorado Beetle Orders, 1945 and 1962, and the Foot and Mouth Disease (Importation of Plants) Orders, 1952 and 1962, continue to be required.

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A = Annually; M = monthly; Q = quarterly; 6-M = every six months.

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Air transport:	
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Mileage and traffic (A)	9 July 1969
Trade by air (6-M)	22 Oct. 1969
Balance of payments:	
Trends in 'invisible' transactions (6-M)	17 Sept. 1969
UK balance of payments (Q)	17 Sept. 1969
Bankruptcy orders (Q)	12 Nov. 1969
Business names registered (A)	7 Feb. 1969
Capital expenditure:	
Distributive and service trades (A)	7 Mar. 1969
Industry's capital expenditure (Q)	8 Oct. 1969
Industry's investment intentions (3 times a year)	22 Oct. 1969
Manufacturing industry. Census of production (A)	20 Dec. 1968
Catering trades turnover (M)	This week
Chemical industries production (6-M)	17 Jan. 1969
Companies:	
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Overseas payments and earnings (A)	5 Nov. 1969
Registration of films (A)	24 June 1969
Trends in film going (A)	16 July 1969
Food:	
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Industrial countries trade and production (Q)	5 Nov. 1969
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Direct orders (A)	3 Sept. 1969
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Value of overseas trade: analysis of trends (Q)	This week
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Hairdressing trades turnover (M)	This week
Hire purchase:	
Assets and liabilities of finance houses (Q)	This week
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Industrial development certificates refused (A)	9 July 1969
Industrial production:	
Index nos. (M)	29 Oct. 1969
N. Ireland index (M)	22 Oct. 1969
Insurance companies:	
Assets (A)	30 July 1969
Transactions (Q)	17 Sept. 1969
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Man-made fibres:	
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Motor industry:	
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Textiles:	
Clothing and textile orders and deliveries (M)	This week
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UK tourist traffic (M)	29 Oct. 1969
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Index nos. (M)	This week

Board of Trade Departments, etc.

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Board of Trade addresses	13 Aug. 1969
Board of Trade regional organization	1 Oct. 1969
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1969
British commercial representatives overseas	1 Oct. 1969
Customs notices of interest to exporters	23 July 1969
Directory of Board of Trade departments and their work	29 Mar. 1969
ECGD local offices	23 July 1969
Half-yearly index – Jan.-June 1969	30 July 1969
Official Receivers' offices	21 June 1969
Programme of trade promotions	5 Nov. 1969

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ADVERTISEMENTS

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The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 12s. 8d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn London, W.C.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 25 Broad Street, Birmingham, 2; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1, or through any bookseller.

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Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 437, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877. Ext. 2654).

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Road improvement is just one of the many ways in which the infrastructure of the Development Areas is being transformed to serve the new growth industries now springing up.

In the North-East the Tyne Tunnel was completed last year and the final section of the Durham Motorway is to be opened soon. The second Mersey Tunnel is under construction and link roads will improve access to the rest of the North-West and the nearby M.6. The M.74 and dual carriageway A.1 now link the main industrial centres of Scotland to the national motorway system. There is already a Wales-Midlands motorway link, and the completed Severn Bridge with approach roads forms part of the planned London-South Wales motorway.

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Trading with the Republic of Korea

By D. G. Reid, First Secretary (Commercial), British Embassy, Seoul

THROUGHOUT THE 2,000 years of Korea's recorded history, periods of violence and destructions have alternated with longer periods of scholarship and achievement. Despite repeated incursions from the Asian mainland and across the seas from Japan, Korea has stubbornly maintained its homogeneity and language and custom. The Korean character is a compound of toughness and resilience, intelligence and industriousness, and sensitivity, with a care for the forms of social intercourse.

Korea's contribution to the stream of world culture includes the exquisite porcelains of the Koryo and Yi dynasties, the world's first movable type printing, and a system of under-floor heating (ondul) unique to the East.

General

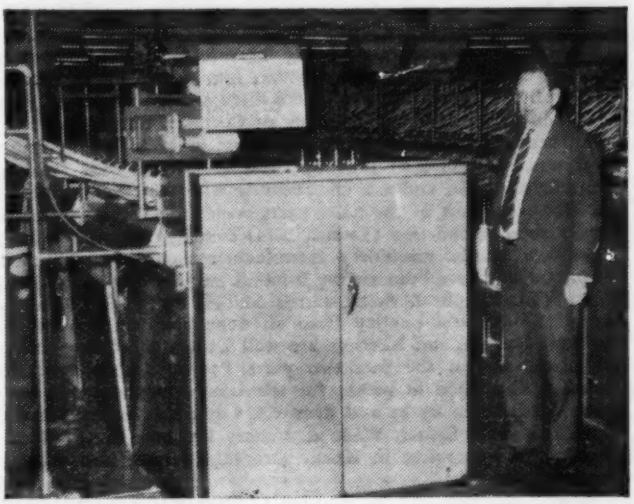
The Republic of Korea occupies approximately half of the Korean penisula, to the south of the demilitarized zone which traverses the 38th parallel. The area is 37,247 square miles (about the size of Scotland and Wales combined). The population is about 31 million, with a current population growth rate of 2.4 per cent. The annual average birthrate between 1962-1966 was 2.7 per cent, but with a vigorous family planning programme it is hoped to reduce this to about 1.9 per cent annually. Some 90 per cent of the population over six years of age is literate, there being nine years of compulsory education for all.

During the Japanese colonial period (1910-1945), what is now North Korea was developed industrially, because it was the area of cheap coal and hydro-electric power. South Korea, not endowed with natural resources apart from coal, became the rice-bowl of the Korean peninsula. The industrialization of the South only really began during the first elected term in office of President Park Chung Hee (1963-1967), following several years of post-war reconstruction and political instability. Rapid industrialization in the past five years has reduced the farming and fishing population from 75 per cent to about 50 per cent of the total working population.

The prinicipal cities of Seoul with a population of 4.3 million; Pusan 1.6 million; Taegu 845,000; Inchon 526,000; Kwangju 603,000; Taejon 315,000. The next few years will see a rapid build up of population in the Ulsan area, the centre of the country's petrochemical industry. Plans are in hand for the development of the ports of Inchon, Ulsan, Pusan, Mokpo, Mason and Pohang.

Economic situation

The hackneyed phrase 'economic miracle' has been applied with some justification to Korea. Given continued peace and reasonable agricultural conditions, future prospects look good, since South Korea had the highest rate of economic growth in 1968 of any developing country in Asia. The annual average increase in real GNP from 1960 to 1969 has been over 8.5 per cent, and in 1968 the increase was 13.1 per cent over 1967. (The target set in the second development plan 1967-1971 was 7 per cent.) In 1968, the value of Korea's commodity exports was US $455 million, an increase of 40 per cent over 1967. At the same time, commodity imports reached US $1,468 million, an increase of 50 per cent in value over 1967. Part of the increase in imports was due to heavy imports of grains following two years of drought and disastrous harvests: there were also substantial imports of capital equipment for development purposes. The trade gap in 1968 of over US $1,000 million was reduced by invisible earnings of US $389 million, some US $160 million of which derived from Korean civil and military commitments in South Vietnam. The deficit was met by a net increase in capital imports, three-quarters of which was on long term credit. Korea's foreign exchange holdings rose in 1968 by US $59 million to US $409 million.



An order worth £4½ million for four cotton-spinning mills was recently awarded to Platt Bros. (Sales) Ltd., Accrington, Lancs., by South Korea. Here, tech[illegible] consultant Mr. George Hargreaves, inspects one of the mills.

The weak points of the Korean economy are:

(i) the balance of payments;
(ii) the agricultural sector;
(iii) the general lack of management skills in the export industries, which directly affects Korea's competitiveness;
(iv) the narrow base of Korea's main export industries (textiles, plywood, tobacco, human hair, electronic components, in that order).

The Korean authorities are fully aware of these weaknesses and are taking commendable measures to put them right, particularly in the agricultural sector, where the IBRD recently approved a loan of US $45 million for a drainage and irrigation scheme. Even in this sector, the average annual growth rate over the past 10 years has been an impressive 5.4 per cent, despite the disastrous droughts of 1967 and 1968.

Britain's trade with Korea

Britain has only recently woken up to the possibilities of trade with Korea. A great deal of the credit for this awakening must go to BNEC and its Asia Committee chairman, Mr. Michael Montague, who since he led the BNEC mission to Korea in 1966

(*Continued on next page*)

TRADING WITH KOREA, *continued*

has been tireless in bringing Korea's potential to the notice of British businessmen and industrialists. The following is a table showing British exports to Korea from 1965 to June 1969:

£ thousand	1965	1966	1967	1968	1969 (1st 6 months)
	466	971	2,326	6,074	4,660
Trade balance	3 : 1 in Korea's favour	2 : 1 in Korea's favour	Fractionally in Korea's favour	2.5 : 1 in Britain's favour	

Despite this steady increase, Britain in 1968 obtained only a 1.3 per cent of the Korean market. Much of the market, however, is denied to exporters of countries other than the United States and Japan, because of being tied to procurement under USAID and Japanese Property and Claims (PAC) funds, which however are gradually being phased out. A big increase in British exports is expected during 1969 through ventures into new fields of exports by British companies. Among others there are the export of Ford (UK) components for the assembly of Cortinas, trucks and buses which accounted for only a small amount in 1968. The assembly plant was established in 1968 by Ford of Detroit with Ford of Australia expertise, and is a joint venture with the Hyundai Motor Co. However, most of the c.k.d. parts came from Ford of Dagenham, a small proportion (Taunus 20M) coming from Germany.

Britain's textile machinery manufacturers enjoy an excellent reputation, and have been among Britain's best performers in Korea. Platt, Prince, Smith & Stells, James Mackie of Belfast, Klingers, Scragg, Stibbe, and Bentley have all done good and continuing business; Ruston, and Mirrlees are well known for their generating plant; and in the past two years Pye of Cambridge have obtained £3 million in orders for television equipment. ICI do a steady business in fibres and dyestuffs. Leyland, Aveling Barford, Tevex, Holman, Broom Wade & Massey Ferguson have all sold construction equipment in Korea. Otis (U.K.) have won substantial orders for lifts.

Among recent contracts awarded to Britain is a contract won by Scott Lithgows of Greenock to build two 133,000 tons d.w. oil tankers for the Samyang Navigation Company. The Power Gas Corporation, a subsidiary of the Davy Ashmore Group, won a US $6,588,000 contract to supply a methanol plant at Ulsan, against very keen European competition. Fluor (UK) are negotiating to build an ammonia and urea plant, also in the Ulsan area.

English Electric have won a sub-contract from Westinghouse of America for the supply of the non-nuclear element and the erection of Korea's first nuclear power station, which will be sited between Ulsan and Pusan. Wimpeys are associated with English Electric in this project, which is worth some £25 million.

AEI Ltd. have won a £14 million contract to supply the Korea Electric Company with a thermal power station at Yosu on the south coast.

Ewkor Trading Co., the only British-based firm of manufacturer's agents in Korea have recently won orders for construction equipment, which has not previously been supplied from Great Britain. The market potential for British agricultural machinery is currently being explored by a two-man export mission.

Westinghouse Brake & Signal completed a £¼ million contract for the supply of railway signalling equipment in May this year. This contract was negotiated by Ewkor Trading Company and was financed by a British loan.

Direct foreign investments

So far Britain has only made two direct investments in Korea. One is by the Chartered Bank, the only European bank in Korea; it started full-scale banking operations in Seoul in February, 1968. The other is the Royal Dutch Shell joint venture with Kukdong Oil Company Ltd. which has a small refinery in Pusan. Until recently Gulf Oil enjoyed a virtual monopoly in the oil market through its association with Korea Oil Company (KOCO) which is 75 per cent government owned. Caltex, in association with Honam Oil Company, and Union Oil, in association with Kyongin Energy Development Corporation, have recently entered the market. Both KOCO and Honam Oil operate refineries. Royal Dutch Shell are hoping to enter this field and if their application is successful, the added competition should lead to a much-needed improvement in the quality of petroleum products available and in the quality of distribution. Gulf Oil, the only company so far to have signed its lease agreement with the government, started off-shore exploration on September 1 this year. Royal Dutch Shell and Caltex hope to start exploration in 1970.

The investment climate

Korea is primarily a capital goods market, although there is a steady increase in the sale of food, drink and cosmetics from Britain which should not be ignored. Every effort, however, is being made to promote the export industries and to encourage import substitution. For this reason, it seems likely that exports of capital goods to Korea over the next 10 years, will be on an increasingly sophisticated scale, while local industry equips itself to the manufacture of some of the hardware that Korea is now importing.

The time has now come when foreign companies having an interest in the Korean market are likely to examine closely the possibilities of direct equity investment in joint ventures with Korean companies, or in providing technical know-how on a licence basis to Korean manufacturers. Potential areas for participation are in the fields of machine tools, electronics, shipbuilding and repair, agricultural and construction equipment, and vehicle assembly.

Under the provisions of the Foreign Capital Inducement Law, there is no limitation on the percentage of equity which can be held by a foreign investor or on the conversion and remittance of profits and dividends earned by foreign investors. There is exemption from income, corporation, property and property acquisition taxes on foreign investment enterprises for the first five years of operation, with 50 per cent liability during the following three years. The government agency which deals with foreign investment applications is the Office of Investment Promotion, a department of the Economic Planning Board.

With one of the fastest expanding economies in the world, a reasonably stable political situation, a firm commitment by the government to support private enterprise and a hard-working and adaptable work force, Korea provides potential traders and investors with attractive long-term prospects.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies, High Commissions and Consulates overseas, are in a position to provide advice when it is required and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

Mr. Roy Mason visits Darlington firm

MR. ROY MASON, President of the Board of Trade, met workers and management when he spent the day at the Darlington engineering works of Whessoe Limited on November 14. The visit was one of a series which the President is making to firms throughout the country to learn at first hand something about their export successes and problems.

During the morning, Mr. Mason toured the factory and, after lunching with the directors, met trade union representatives. He later visited the company's research and development departments.

Mrs. Dunwoody calls for high standard of service for travelling public

THE TRAVEL TRADE should ensure that the services it provides are fully up to the standard that the public has a right to expect,' said Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, on November 10. Speaking at the opening of the Annual Convention of the Association of British Travel Agents at the Princess Theatre, Torquay, Mrs. Dunwoody said that 'the Government is concerned that there should be adequate hotel accommodation to cater for the increased numbers of visitors, and the Development of Tourism Act provides for the Tourist Boards to make grants for the building of new hotels and the modernization of existing hotels. But there is another, more personal element to be considered. As increasing numbers of visitors come to this country and British residents go abroad they will be more critical of the facilities provided and the conditions under which tours are operated. People who have saved up for, and can only afford, a single holiday are anxious to ensure that their money is well spent.'

'Since your last Annual Convention a most important piece of consumer protection legislation has come into force. I refer, of course, to the Trade Descriptions Act which, since it came into effect at the end of November last, has made it an offence not only to misdescribe goods but also to make certain kinds of false statements about services, accommodation and facilities.

'Many of the statements which you are likely to make in the course of your business are within the scope of the Act. I am sure that the holiday and travel industry will take particular care before making such statements – whether in their brochures or with other dealings with the public – to ensure that there is adequate justification for the expectations to which they may give rise. I am sure you will remember too, that what matters is not merely the strict and literal meaning of the words or pictures you use but what a reasonable person is likely to think what they indicate.'

Visit of Indonesian Minister of Trade

HE PROFESSOR DR. SOEMITRO DJOJOHADIKUSUMO, the Indonesian Minister of Trade, is visiting the United Kingdom as a guest of HM Government. The Minister, who is due to arrive in London today (November 19) will have discussions with a number of Government Departments, including the Board of Trade, as well as with industry and commerce.

Deputy Prime Minister of Thailand visits Britain

HE MR. POTE SARASIN, the Deputy Prime Minister and Minister of National Development in Thailand, visited the United Kingdom as the guest of HM Government from November 5 to 7. During his stay, the Minister had dicussions with the President of the Board of Trade and met a number of senior business executives at an informal luncheon party presided over by Lord Brown, Minister of State, Board of Trade.

On both occasions Mr. Pote Sarasin stressed the hope that British business activity in Thailand would increase. Britain had been Thailands' chief supplier years ago and he regretted the apparent retreat of British interest from his country. He believed that Britain was particularly suited to supply many of Thailand's requirements for capital expansion, both in the size and type of industry Thailand required and through technological ability. The Deputy Prime Minister said that he did not believe that a massive increase in British exports and improved trade with Thailand could be achieved unless there were more British investment in his country. He hoped that where circumstances made this practicable the opportunities in Thailand would be very carefully considered. Thailand had a generous investment law. Applications to invest in Thailand were considered by a Board of Investment within the Ministry of Economic Affairs, but he himself was the chairman of that Board, which scrutinized applications and issued certificates of promotion. Where new investments were clearly among those categories which would be of benefit to the national development of Thailand substantial advantages were given, such as duty free import of machinery and tax concessions for a certain period. Such industries would be protected from foreign competition, thus reducing Thailand's need to use foreign currency to buy abroad.

Mr. Pote Sarasin said that he recognized that foreign investors required certain assurances of stability. Thailand had never, in all its history, nationalized or appropriated foreign investments. The economy of his country rested on a good basis. He did not consider that an American withdrawal from South East Asia would substantially affect the Thai economy. The presence of American troops had certainly contributed to the economy of Thailand but that contribution had not been so significant that its withdrawal would have undue effects. The withdrawal would in any case be gradual and its effects could be buttressed by the use of Thailand's substantial reserves of foreign currency. These presently stood at about $1,000 million, enough for at least 10 months of Thailand's imports.

The Deputy Prime Minister mentioned that one of his objects in visiting the United Kingdom had been to familiarize himself with the development of nuclear power. The requirement for electric power in Thailand was increasing by about 30 per cent per annum and decisions would have to be taken soon about the ways in which this requirement would be met. British business interests might find promising opportunities in assisting the development of industries in Thailand based principally on local resources. There was already, for example, a promising export of processed foods, from Thailand to the United States and to other countries, and he believed it was right that industrial development should begin in fields which would not require the large importation of raw materials from overseas.

UNCTAD Secretary-General in London

DR. PEREZ-GUERRERO, Secretary-General of the United Nations Conference on Trade and Development, visited London for talks on November 17 and 18, at the invitation of Her Majesty's Government.

This was his first visit to London for the purpose of meeting British Ministers since he became Secretary-General of UNCTAD in March this year, in succession to Dr. Raoul Prebisch. During his visit, he had talks with Mr. Roy Mason, President of the Board of Trade, Mrs. Judith Hart, Minister of Overseas Development, Mr. Evan Luard, Parliamentary Under Secretary of State at the Foreign and Commonwealth Office, Mr. William Rodgers, Minister of State, Treasury, and with officials.

On November 17 the Minister of Overseas Development, and on November 18 the President of the Board of Trade, were hosts at luncheons in honour of Dr. Perez-Guerrero. Dr. Perez-Guerrero also addressed a meeting of the Overseas Development Institute of Antiquaries on November 17.

New chairman of East European Trade Council

SIR JOHN STEVENS has accepted the invitation of Mr. Roy Mason, President of the Board of Trade, to be chairman of the East European Trade Council.

He succeeds Mr. Alexander Ross, who has been chairman of the East European Trade Council since its establishment in January 1967, and is retiring from January 14, 1970, arter completing his three years of office.

Prime Minister speaks on Balance of Payments at Lord Mayor's Banquet

REVIEWING THE PROGRESS of the British economy, during his speech at the Lord Mayor's Banquet on November 10, Mr. Harold Wilson, the Prime Minister, said: 'When I spoke here last year the improvement had already begun. Between the first half of 1968 and the second there was an improvement on our basic overall balance of payments of £300 millions – almost half on trade account, the rest on the rather variable capital account. Between the second half of last year and the first half of this, the overall balance turned from a deficit of £53 millions to a surplus of £48 millions. This resulted from a strengthening of both the trade account which improved by £65 millions, and the invisibles whose net earnings rose by £101 millions, which were together enough to offset an outflow on capital account.

'The current account in fact moved from a deficit of £73 millions in the second half of 1968 to a surplus of £93 millions in the first half of this year, £75 millions in the second quarter alone.

'And in the first half of this year, while the deficit on visible trade between the two quarters was almost halved, it was the magnificent showing of the net invisible earnings which contributed most to the turn-round. And now whatever variations there may be in the always volatile monthly trade figures, it is already clear that, where invisibles showed the way, exports have now taken up the running. This is why there is widespread expectation that the third quarter's current surplus will exceed that of the second.

Speaking of exports, the Prime Minister said the basic trend was unmistakably one of improvement. Exports in the first nine months of this year were 13 per cent up by value over the same period of last year, and 9 per cent up by volume. Over a five year period they were 57 per cent up by value and 33 per cent up by volume, the most rapid increase in any comparable five year period, almost within living memory. No one last year could have forecast that in the first half of this year our net invisible earnings would have risen to £300 millions, that in the twelve months ending in June 1969 net invisible earnings would be more than three times higher than in the same period five years earlier.

'We all pay tribute to what you yourself, my Lord Mayor, have contributed to our tourist effort by emphasising the theme "Come to Britain" ', continued Mr. Wilson.

'And they have been coming here in the first six months of this year at a rate 27 per cent higher than in the same period of last year and at almost double the rate in the first half of 1964. They come not just because they can fill their shopping baskets in Oxford Street and Regent Street – to say nothing of Carnaby Street and Kings Road – at prices below anything they have to pay in any capital in Europe. They come because they want to see an exciting country. And a lot of them are businessmen anxious not to miss anything in a Britain whose technology leads Europe. A Britain whose technology in Europe can help rapidly to bridge the gap between Europe and America.'

Recalling his speech last year, the Prime Minister said he had referred then to a new development, the market in Certificates of Deposit. It had not been the easiest of years in which to launch this new venture, not least because of the level of world interest rates. 'But already the infant is beginning to thrive', said Mr. Wilson, 'the market is well over £300 millions, and turnover is increasing.'

He had also referred to the City's part in pioneering and developing the Euro-dollar market. The estimates he then gave understated the position. The net size of the market in London and seven other centres which had stood about 16,000 million dollars, 16 billion dollars, at the end of 1967, had grown to 25 billion by the end of 1968, of which the London market accounted for over 17 billion.

'It has since grown at a prodigious rate: by September of this year the net size of the market in London alone was 28 billions, probably two thirds of a total market of over 40 billion dollars.' Following the turbulent events of the past few weeks, we must now hope greater stability will follow, a stability assisted by international, inter-governmental, and inter-Central Bank achievements, with the final decision on Special Drawing Rights and other developments which some of us feel add up to the most substantial advance on the international monetary front since Bretton Woods.

'A year ago when I paid tribute to the City in its international relationships I expressed anxieties in other directons. On mergers, takeovers and the rest, I have always maintained the hope that the City would provide the necessary disciplines to make it unnecessary in this country for the Government to feel obliged to introduce central control by legislation, on lines parallel to the Securities and Exchange Commission in free enterprise America. Developments over the past year have encouraged me in this hope.

'Quoting, but reluctant to endorse my predecessor, Mr. Harold Macmillan's irreverent likening of a great City institution to a Casino, I expressed my anxieties about the excesses, about the speculative froth manifest in some City activities whose basis for existence is the claim of helping industry and the investor. No one questions the vital services of fertilizing industry with capital and providing a smoothly functioning market for private and institutional investors.

'But it detracts from the City's reputation when on occasion the impression is given of an excessive concern with virtually uncovenanted quick financial gain – indeed when it appears that this and not service to industrial investment is the prime motive. Money quickly and easily made, and headlined, can be, and is, constantly contrasted with money slowly earned on the shop-floor and provides a permanent irritant which can be invoked by those who may seek to foment industrial troubles among lower-paid members of the community.

'And managements and men, and producers and salesmen who work and sweat to earn even £1,000 worth of exports the hard way, can get disillusioned when they see that hard work thrown away, even temporarily, by occasional manic-depressive action. Take last December, Friday the 6th. There was an inexplicable panic which swept markets and for a time threatened incalculable harm to sterling. According to every expert observer in the City, as recorded by the *Sunday Times* Insight team, the rumours started on the basis of nothing more startling than that I had a sore throat.

'Yet, in the centre of a square mile which contains more professional expertise than almost anywhere else in the world, feverish rumours were believed, acted upon, telephoned abroad, rumours which could have been dismissed by a phone call to any junior reporter in any newspaper office. People abroad, free to sell sterling short, were panicked into doing so.

My Lord Mayor, I have never for one moment understated the damage done to our exports by irresponsible, unconstitutional strikes. But the losses on that one day were greater than the lost exports as a result of all the strikes we have had in the motor industry in the last six months. The losses on that day were recovered within a few days, with less publicity than had accompanied the outpouring. But it could have been serious for sterling, and serious for Britain, at a highly critical time when as everyone now knows we were on the brink of a breakthrough to surplus.

'We still face the necessity over the years ahead to bring about a further swing of the resources accruing from our growing national production, from home market consumption to the savings and investment which are an essential condition of Britain's advance in the future,' said the Prime Minister, 'but at least we can take a limited satisfaction, provided that it does not lead to complacency or a premature easement, in the fact that last year, and still more this year, we have seen for the first time for many years a situation in which a strong balance of payments and economic growth have been possible at the same time, and in which capital investment, and the savings of our people are increasing.

'What has so far been achieved would not have been possible without strict and highly controversial measures of demand management, about which argument quite properly will go on. But still less would it have been possible without the unprecendented progress in British industry and technology; without industrial rationalization; without the increased professionalism we are seeing in management; without greater financial disciplines within industry; without an increasing application to industrial processes of the

'Come to Britain' was the theme of this year's Lord Mayor's Show, held on November 8. The BEA float told how many people they have flown into Britain this year.

scientific and technological advance of which our industrialists and scientists are, given their heads and given the lead, acknowledged masters.

'In all these fields, above all in the field of industrial relations, we face great challenges in the months ahead. We face the problem of an assertion of the power of the factory floor, a problem which is not a British monopoly, but which is growing throughout Europe, and is rife today in damaging strikes in North America. A problem to which, whatever its pattern of legislation about industrial relations, no country has so far found the answer. But it is in no spirit of complacency that I assert once again my faith in British stability and native British common sense.

'It is in the same spirit that I say we may now be facing a new move forward in our relations with the European Economic Community; that I express the view that Britain's growing economic strength is now such that all our friends in Europe recognize it as a potential source of strength to Europe itself.

'I make no prophecy about Britain's application to join the European Economic Communities. But there is a growing feeling that if we are not allowed to join it will not be because they fear the debilitating effect of Britain's weakness. It will be because some at least fear the competitive power of Britain's growing economic strength.

'The world knows we are strong enough to survive outside Europe, just as we are strong enough to survive and to prosper inside Europe.

'But if through decisions, not our own, we are denied entry to Europe, it will be at a high price for Britain because of what our industries could achieve in the Market of 300 million people. It will be at a still higher price for Europe as a whole.

'Not only in economic terms, not only in terms of a brake on Europe's so far inadequately realized industrial and technological potential.

'But still more tragically in terms of the continued denial of the ability of Europe to express a powerful and united voice in the Councils of the World.'

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 ***High Holborn, London, W.C.1;*** 13*A Castle St., Edinburgh* 2*; Brazennose St., Manchester* 2; 258 *Broad Street, Birmingham* 1; 109 *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol* 1; 7-11 *Linenhall St., Belfast* 1; *or through any bookseller.*

ECGD Lines of Credit

THE TABLE BELOW gives Lines of Credit guaranteed by ECGD under which there is capacity for further export business to be financed out of the credit. The date given is generally that of the first public announcement: working details are often finalized some time later.

Recipient	United Kingdom Bank	Date announced	Purpose	Loan Value	Remarks
Chile	Baring Bros.	November 20, 1968	Industrial goods	4·0	Expiry date April 30, 1970
Central America	BOLSA	April 23, 1969	Capital goods	3·0	Expiry date April 23, 1971
Mexico	Baring's		Petrochemical	2	Expiry date September 30, 1971
Poland	Lloyds	August 28, 1968	Capital and quasi-capital goods	20	Expiry date December 31, 1970
Yugoslavia	Barclays	November 8, 1968	Capital goods	10	Expiry date December 31, 1969
The following lines of credit have been virtually filled:					
Brazil	Rothschilds	February 19, 1968	Marine equipment	15·9	
Israel	Warburgs	March 28, 1968	Capital plant and machinery	5	
Spain	Hill Samuel	April 1, 1969	Mining and other machinery	2·5	

Requests for further information on any of these lines of credit should be made to the bank concerned or to Mr. K. Lockwood, Exports Credits Guarantee Department, PO Box 272, Barrington House, 59/67 Gresham Street, London, E.C.3 (Tel. 01-606 6699, Ext. 615).

ECGD backs £4.4 million contract for coal-mining equipment for Canada

THE EXPORT CREDITS Guarantee Department has signed a Financial Guarantee covering a loan for the supply of coal-mining equipment for the Smoky River project in Alberta, Canada, which is aimed at increasing the production of high quality coking coal for the Japanese steel industry.

The contract, worth up to £4·4 million and announced on September 12, is between Fletcher & Stewart Limited (whose mining interests are now part of the Fletcher Sutcliffe Wild Group with headquarters at Horbury, Wakefield) and McIntyre Porcupine Mines Limited of Alberta, Canada. Fletcher & Stewart, through Fletcher Sutcliffe Wild Ltd., will act as main purchasing agents and suppliers for British mining equipment required by McIntyre Porcupine Mines over the next four years.

The £3·5 million loan, which is being made available by Glyn, Mills & Company acting on behalf of themselves and a syndicate of banks consisting of Westminster Bank Limited, National Provincial Bank Limited and Midland Bank Limited, is repayable over a period of 8¾ years from date of contract.

Export Credit Conference

THE FIRST EXPORT Credit Conference to be organized by the Institute of Credit Management is to be held at the Royal Garden Hotel, London, on December 15.

Tickets (5 gns for members, 6 gns for non-members) and further information are available from the Secretary, Institute of Credit Management, 3 Berners Street, London, W.1.

'Target California' launched in London

Mr. Roy Mason (picture on the left), President of the Board of Trade, opening the California Trade Drive in London on November 10. Picture on the right shows Governor Ronald Reagan of California addressing the delegates.

'TARGET CALIFORNIA' – the trade promotion described by Mr. Roy Mason, President of the Board of Trade, as 'the most ambitious trade promotion undertaken by the Board of Trade and the British National Export Corpor... , was officially launched on November 10 in London. Lord Mancroft, chairman of BNEC United States of America, welcomed Mr. Mason and Lord Rootes, chairman designate of BNEC United States of America and said: '"Target California" is a joint initiative by the Board of Trade and the British National Export Council, and it has become BNEC's No. 1 priority task. Some of you may remember our talking, about a year ago, of California as a possible promotion. When we got down to a detailed analysis of the size and potential of the market, we and the Board of Trade came to the conclusion that something much bigger than anything then in mind was needed if we were to make any impact on this huge market. Accordingly we decided to postpone our plans for a while in order to make sure that we had done our homework properly and that we were organized on a scale to fit the market we were about to tackle.'

After Mr. Mason's speech, in which he announced that part of the California Trade Drive would be a British Week in San Francisco, that increased participation would be made in trade fairs, that special terms for missions and joint ventures would be available and that a Trade Drive office would be set up in Los Angeles, Lord Mancroft continued: 'The purpose behind a Trade Drive of this sort, extending over a matter of years, is that it generates its own opportunities as it gathers momentum. What the President has just outlined are the immediate targets and events. Continuing research into market needs will certainly suggest a whole series of further promotions for industrial goods.

'At the beginning of September we sent a circular to some 25,000 industrialists asking whether or not they were exporting to the United States and California. So far we have had over 4,000 replies. Of these 4,000 over 3,000 firms have indicated that they are already selling in the United States or are interested in the California market.

'These 3,000 firms form the nucleus of our task force for "Target California". In analysing the replies we are dividing companies into product groups applicable to the market. Obviously the consumer goods group are the easiest to define in view of BNEC's experience with British Weeks. Mr. Donald Byford, BNEC United States of America deputy chairman, has already formed a number of such groups in preparation for British Week San Francisco. Our other deputy chairman, Geoffrey Knight, is currently forming groups in the industrial field and he already has a machine tool group in being. He also has our aerospace committee on which to build.'

Lord Mancroft then introduced a colour film, 'Target California' specially made for BNEC. Finally, Lord Mancroft said: 'In a Trade Drive like this, pin-pointing the areas of opportunity in the field of capital and industrial goods needs much more precise research than for, say, consumer goods. It may appear, therefore, that at the beginning we are moving ahead faster on the consumer goods side than on the capital. The reason is partly that we have, as the President has told us, a clearly defined target in British Week, San Francisco, October 1971. But the Trade Drive will continue after the British Week is over.

'We are holding a major briefing conference for consumer and consumer durable goods manufacturers in London on February 17 next. This will be the curtain raiser for San Francisco and will also enable us to brief individual manufacturers about the Trade Drive on the capital goods front. We are planning further similar briefing meetings around the country in the months ahead. Early in the New Year we will be issuing a "Target California" binder to firms who have indicated a wish to take part in the Drive. This will be filled in during the months ahead with material specifically designed for the recipients' product interests. This is to avoid bombarding people with irrelevant bits of paper of which every body has more than enough.'

Governor Ronald Reagan flew to London from Paris to attend and to welcome the launching of the Trade Drive.

'Californians, as an average, have the highest purchasing power in the world; the market is one of the most dynamic in the United States,' he told the delegates. 'Our people look for the new, the innovative, the stylish and even the bold. We are, basically, a consumer-state which should be important to your trade ambitions; in 1966, imports valued at $2·2 billion came through our California Customs Districts.'

Governor Reagan went on to say that as an economic entity, California ranked sixth in the world outranked only by the United Kingdom, the United States, the Federal Republic of Germany, France and Japan. Californian export-import trade was greater than that of 188 nations in the world.

'Your British products have had an excellent reception in California' he continued, 'because our people are appreciative of quality, and delivery dates, excellence of design and fabrication and lasting value. The success of your Trade Drive should be proportionate to the deep reservoir of goodwill our people hold for you and your nation. There is no reticence at all in buying products "Made in Britain". As a matter of fact, there is a desire to buy British goods and in this regard, you have an advantage over the other nations of the free world.

'We have discussed all of these facets of the 1970 Trade Drive with Lord Mancroft and his staff and they are fully aware of the potentials and the requirements for success.'

Speaking of the importance of two-way trade, Governor Reagan said: 'The value of foreign trade is not to be underestimated in California; more than 100,000 manufacturing jobs (4 per cent of our total labour force) result from our export trade. We are eager to strengthen – and broaden – that two-way trade.

'I believe that free enterprise and free trade between nations of free men is vital to the onward march of the world in which we believe. Next year you will be involved in the British Trade Drive in California. As I said before we have met with Lord Mancroft and the British Consul General in San Francisco. We are delighted with the plans and intend to co-operate in every proper way.'

† A fuller report of the President's speech was carried in last week's *Journal* (page 1280) together with an article by Mr. Colin Mayhew, director of the California Trade Drive Office.

Trade Missions to California, 1970

THE LIST of trade missions to California during 1970 published in last week's *Board of Trade Journal*, announced the Childrenswear display 'London Look for Children' was to be held at the Hilton Hotel, San Francisco.

This should be amended to the Fairmont Hotel, San Francisco, after a display at the McAlpin Hotel.

Opportunities for UK exporters in restructuring of French industry

—Mr. Roy Mason

BRITISH INDUSTRIALISTS should see the current modernization and restructuring of French industry as an opportunity not to be missed, Mr. Roy Mason, President of the Board of Trade, told a one-day conference on 'Selling Capital Goods to France' in London on November 12. The conference was organized by BNEC Export Council for Europe.

French domestic production of many types of capital equipment is, he added, currently unable to meet the demand. 'I hope that our industry therefore will aggressively seek not only to participate in this market but to increase its market share – and to meet both these challenges without neglecting its existing markets.'

Mr. Mason told the 300 industrialists attending the conference that last year the value of British exports to France was £253 million.

During the first three quarters of this year, the figure was £234 million compared with only £184 million in the corresponding period of 1968. 'But our share of French total imports has tended to fall in recent years,' he said. 'At present, it is only about 4.5 per cent. Clearly, therefore, though our exports are increasing in absolute terms, we are not doing quite as well as some of our competitors – and not only those other Community countries that have the advantage of tariff-free entry.'

There was the vital task of trying to secure a larger share of this important European market. The challenge to answer was not only why our share had declined, but why that of other countries had increased. 'Nearly half our exports to France are capital goods, and it is on this sector above all that exporters must concentrate,' he said.

The use of France as a base from which British capital goods could be sent to 'the vaster market of the European Economic Community' was mentioned as a possibility by the President.

'Joint ventures between French and British firms could pinpoint good opportunities for the sale of British plant and machinery in a market much more extensive than the French domestic market,' he said. 'So, in terms of Europe, this venture could be the launching pad for greater and growing markets.'

Earlier, Mr. Mason spoke of the part to be played by the Board of Trade in the field of export promotion.

'You will be aware of the Government changes which brought me back to the Board of Trade as its President. Some of the Board's old functions have, of course, now been transferred to other Government departments. This, I look upon, as a clearing of the decks for even greater concentration on exports.'

The Board, he said, now expected to give still better direction to Britain's export efforts and still better advice to all those businessmen engaged in export work.

The advantages to Britain's export effort of the considerable openings which exist in France today for the capital goods industry were outlined by Mr. Christopher Soames, HM Ambassador in Paris. 'Great emphasis is being put on the modernization of many industries,' he said.

Speaking of the political climate of Anglo-French relations, Mr. Soames said that the fact had to be faced that the 1960's had been lean years for Anglo-French relations.

Looking ahead, he said there was a good deal of talk of the possibility, or even the likelihood, of negotiations between Britain and the Six opening next year. 'And it is many years since we could last say that,' he added.

Turning to the question of commercial relations between Britain and France, he said: 'I venture to suggest to you that you will do business far more effectively in France if you use people who not only have a working knowledge of the language, but can understand the country and its people, and who are capable of seeing things through their eyes.'

Mr. Soames followed up his plea for businessmen to speak French by mentioning the case of a British firm who, unable to understand a trade inquiry written in French, asked the French firm to write again – in English. 'They heard no more from the French firm. Such cases are bad for business and for human relations,' he commented.

Looking at Britain's competitors in the selling of capital goods to France, Mr. J. Rooke, Minister (Economic), British Embassy, Paris, said our main rival was Germany.

Mr. Roy Mason, President of the Board of Trade, during his opening address to the one-day conference on 'Selling Capital Goods to France' in London. Mr. Christopher Soames, British Ambassador in Paris looks on attentively.

'There have been some substantial wage increases in Germany recently and now that the D Mark has been revalued, German exporters should not be particularly well placed to cut their prices in French francs,' he said. 'Indeed, even allowing for the suspension of the German export tax, we should have gained a price edge over our German competitors of 5 per cent. This margin is equal to about half the average incidence of the Common Market tariff on British goods and therefore goes far towards off-setting the tariff immunity of German exports to France.'

M. Jacques Georges-Picot, chairman and managing director, Suez Finance Co., expressed the hope that Britain one day would join the Common Market. He said: 'There is no doubt that in several sectors Anglo-French industrial partnerships would be desirable and would give rise to powerful organizations, mainly in the capital goods sector where, apart from a few notable exceptions, France is not equipped to undertake alone a very large expansion policy.'

Other speakers at the conference were: Sir Hector McNeil, chairman of BNEC Export Council for Europe, and chairman of Babcock & Wilcox Ltd., who chaired the conference; Mr. R. E. Brook, president, London Chamber of Commerce, and chairman, Gordon Woodroffe & Co. Ltd.; Mr. D. J. Ezra, deputy chairman, National Coal Board, and chairman, CBI Europe Steering Committee; Mr. B. F. W. Scott, deputy chairman, Joseph Lucas Ltd.; Mr. P. Simpson-Jones, chairman, British Chamber of Commerce in France, and general manager, Association des Francais des Industries Lucas; Mr. J. Wellings, chairman and managing director, The George Cohen Group; and Mr. René Sergent, chairman, Franc-Sterling Committee of the Patronat.

Hints to business men visiting France

A REVISED EDITION of the booklet on France has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room C07, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Hearing Aid Council

MRS. GWYNETH DUNWOODY, Parliamentary Secretary to the Board of Trade, said in answer to a Parliamentary Question on November 13 that the Board had made an Order bringing into force the Hearing Aid Council Act, 1968, on December 29, 1969, and that the Board had appointed the following members of the Council from that date.

Chairman: Mr. Harold Campbell.

Members capable of representing the interests of dispensers and employers: Mr. S. J. Driver, Mr. A. Georgevic, Mr. S. C. Ingram, Mr. B. de C. S. Montagu, Mr. L. C. Smith, Mr. R. W. T. Wescombe.

Members having technical knowledge: Mr. Harold Ludman, Mr. C. G. Rice.

Members capable of representing the interests of persons with impaired hearing: Professor M. W. Beresford, Mr. L. A. Pavitt, MP, Mr. R. Sydenham.

The Act requires that all dispensers of privately purchased hearing aids and employers of such dispensers should be registered with the Council within six months of the Act coming into force. The Council will issue a notice early in the New Year giving details about registration procedures.

The Order is the Hearing Aid Council Act (Commencement) Order, 1969 (SI 1969 No. 1598) (C.48). Copies of the Order can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches, price 8d., by post.

Note:

The Council will draw up, subject to the Board of Trade approval, standards of competence for dispensers and codes of practice for dispensers and employers.

EFTA Ministerial meetings communique

THE FOLLOWING Communique was issued after the Ministerial meetings of EFTA Councils at Geneva, on November 6 and 7.

'The EFTA Council and the Joint Council of EFTA and Finland met at Ministerial level in Geneva on November 6 and 7. The Chairman was Mr. K. Willoch, Norwegian Minister of Commerce and Shipping.

'In the EFTA Council, with the Finnish Foreign Minister participating in a personal capacity, Ministers welcomed the recent evidence that progress in European integration might soon become possible. They stressed the deep interest of their Governments in such progress. They reaffirmed the readiness and desire of each of their Governments to take part in early negotiations with a view to arriving at comprehensive solutions of the questions of European integration in which all members of EFTA would have the possibility of participating. In this connection Ministers recalled the communique issued following the meeting of EFTA Ministers in April 1967, and reaffirmed their strong interest in safeguarding, as an important part of an enlarged European Community, the free market already established in EFTA. Ministers agreed to continue to consult together closely on the ways and means to attain their objectives and instructed the Council at official level to keep developments under regular review.

'Ministers noted with satisfaction the progress achieved in recent months in such specific fields of European economic co-operation as patents and technology. With regard to the latter, all the EFTA Member Governments would respond positively to the invitations received from the EEC to take part in discussions on European technological collaboration.

'On behalf of the Ministers of the Nordic countries the Finnish Minister informed the Council of the latest developments in the negotiations for closer economic co-operation among the Nordic countries.

'Ministers reviewed progress in efforts to lizeralize world trade. They reaffirmed their belief in the need to maintain liberal trading policies and agreed on the importance of full implementation of the results of the Kennedy Round negotiations. Ministers pledged the support of their Governments for the work now in progress in GATT to prepare the ground for negotiations aimed at a further lowering of barriers to international trade, to the benefit of developed as well as developing countries. Such efforts, in order to be successful, should be supported by all major trading countries.

'Ministers noted with great satisfaction that in the negotiations with Iceland, all major points had now been settled. They welcomed the prospect of Iceland becoming a Member of the European Free Trade Association and of the Finland-EFTA Association at an early date. They instructed the Council at official level to complete the formal instruments.

'Ministers reviewed the current activities of the Association. They noted that trade within the Free Trade Area continued to grow rapidly and that the Association was functioning smoothly.

'One requirement connected with the completion of the transitional period under the EFTA Convention is the establishment of a new régime, to be applied from January 1, 1970, for imports of quick-frozen fish fillets into the United Kingdom market from EFTA suppliers. The Scandinavian and British Minister informed their colleagues of the agreement reached on this régime. Ministers welcomed this agreement.

'Ministers had before them a thorough analysis of the situation which had arisen from the establishment of aluminium smelters in the United Kingdom. Recognizing the great importance of the matter to EFTA co-operation, Ministers agreed that the Council should follow developments in EFTA trade in aluminium and in particular the development of Norway's exports to the United Kingdom and to other major markets and consider to what extent Norwegian interests are affected by the new British smelters.

'The President of the Board of Trade explained the reasons why it had been decided to maintain, at a reduced rate, the deposit scheme for imports introduced a year earlier by the United Kingdom Government. He assured his colleagues that it was the firm intention of the Government to end the scheme as soon as the economic situation made this possible. Other Ministers, while welcoming the recent evidence of improvement in the economic situation of the United Kingdom, expressed concern at the continuance of the import deposit scheme. Ministers instructed the Council at official level, which had already been charged with keeping the situation under review, to re-examine the effects of the scheme before the next Ministerial meeting.

'A number of Ministers recommended an early removal of the restrictions on tourist allowances imposed by the United Kingdom.

'The next regular Ministerial meeting of the EFTA Councils will take place in May 1970, the date and place to be fixed by the Councils at official level.'

'EFTA Bulletin' looks at nuclear techniques and industries

NUCLEAR TECHNIQUES and industries in the EFTA countries are the subject of a detailed survey in the November issue of *EFTA Bulletin*, now available.

Other articles in this issue examine the pattern of the United Kingdom's trade with Portugal, survey new trends in EFTA sea freight services and look separately at the Danish and Portuguese economies.

Copies of this issue of *EFTA Bulletin* can be obtained free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

Export of calves

THE MINISTRY of Agriculture announce that since September 7 licences for the export of calves have been restricted in order to ensure that the level of exports did not endanger the Government's programme for the expansion of supplies of home-produced beef.

Applications for licences to export calves during the eight-week period, November 30 to January 24, should be submitted to the Board of Trade, Export Licensing Branch, 54 Broadway, London, S.W.1, not later than November 21. Applications should be accompanied, where appropriate, by a statement of the number of calves exported by the applicant during the period July 1 to November 8, 1969.

'USING EFTA.' *To inform the EFTA businessman of his opportunities in the markets of the member countries, the EFTA Secretariat in Geneva has produced a* 161*-page book entitled 'Using EFTA' which describes the conditions of the eight national markets and outlines briefly the procedures for claiming EFTA tarif treatment. Copies, together with other publications about EFTA (including the Secretariat's regular 'EFTA Bulletin'), can be obtained free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel, 01-222 7877, Ext.* 2479/2480).

Mr. Radu Bancescu, a director of the Rumanian Ministry of Machine Building Industry, at the controls of the Hawker Siddeley 'Kestrel', the world's most powerful single-engined diesel electric locomotive. He was one of a Rumanian delegation who saw the Kestrel take the 7.55 a.m. from Kings Cross to Newcastle during its first week on passenger service. The delegation was headed by Ion Avram, Rumanian Minister of Machine Building Industry.

Market information for electrical equipment exporters

FOR UNITED KINGDOM exporters of electrical equipment, four digests have recently been added to the British Standards Institution's Technical Help to Exporters (THE) electrical series which set out the requirements for electrical equipment to be exported to Japan, Singapore, Norway and Switzerland.

The digest for Japan is concerned with equipment for use in flammable atmospheres; that for Singapore equipment for domestic and commercial, industrial, and flammable atmosphere applications; while the digests for Norway and Switzerland detail requirements for domestic and commercial products.

These four latest digests join a further 39 already published in the THE electrical series. A digest for a particular country gives an exporter details of how and where specifications and codes of practice are available; electricity supply and fluctuations; practices applying within the country covered by the digest; relevant organizations, such as regulative authorities and inspectorates and their scope; the regulations and technical requirements which must be met; details of tests relevant approval systems; publications, and a schedule to which the digest relates.

Published digests cover three categories of electrical equipment: category A Domestic and Commercial; B Industrial; and C that for use in Flammable atmospheres. At present the list includes the following countries:

Australia	Finland	Netherlands
Austria	France	Norway
Belgium	Holland	Poland
Bulgaria	Hong KKong	Portugal
Czechoslovakia	Ireland	Rumania
Denmark	Italy	Spain
East Germany	Japan	South Africa
Federal Republic of Germany	Luxembourg	Sweden
		Switzerland
		Yugoslavia

To obtain the complete range of digests and any additions and amendments of updating, will cost a United Kingdom exporter £2 per year. In addition the THE Service can provide personal detailed advice and guidance on the interpretation of overseas regulations and specifications, from detailed knowledge built up with help of visits to manufacturers in the countries concerned who have practical experience in interpreting and applying the regulations. Assistance can also be given to secure approvals and test certificates, and any specific technical problems arising from contracts or manufacturers' inquiries in overseas markets may be dealt with. Any problem may be tackled and if required THE technical staff can visit a manufacturer. Apart from a charge for these visits, the advisory part of the THE service is provided free. Inquiries should be made to the BSI Hemel Hempstead Centre, Maylands Avenue, Hemel Hempstead, Herts. Telephone 2341.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by December 3.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.07	4, 6-Dinitro-*o*-cresol (-OH at 1)	3, Dinitro-o-cresol (DNOC)	December 31, 1970	13351
29.14	Chrysanthemic acid	As in previous column	December 31, 1970	13348
	n-Propyl acetate	As in previous column	December 31, 1970	10906
29.35	5-Benzyl-3-furylmethyl (±)-chrysanthemate	5 Bentyl-3-furylmethyl (±) cis trans chrysanthemate	December 31, 1970	13346
73-12	Iron or steel strip in coils, completely clad on both sides with alloy steel containing not less than 17% by weight of chromium and not less than 7% by weight of nickel the cladding layers each being less than 25% of the total thickness, of a width of not less than 200 millimetres, nor more than 460 millimetres, and of a total thickness of not less than 2·5 millimetres nor more than 6 millimetres	Hot rolled mild steel strip	December 31, 1970	10232

The third 'Red Lion' pub in Belgium, at 1 Kaasrui, Antwerp, was opened recently by Sir John Beith, the British Ambassador to Belgium. The 'Red Lions' are modelled on the well-known Watney's Mayfair pub. The two others in Belgium are in Brussels and Liege. Beer is supplied by Watneys S.A. Picture shows, left to right, Mr. Varese (manager), Mr. M. V. B. Riviere (director, Watney Mann Ltd. and chairman, Watneys S.A.), TV star Katie Boyle, introducing Sir John Beith, Mrs. Varese and Mr. L. Webb-Wilson (managing director, Red Lion S.A.).

Marley-Redland proposed merger referred to Monopolies Commission

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, has referred the proposed merger of Marley Ltd., and Redland Ltd., to the Monopolies Commission for investigation and report under the provisions of the Monopolies and Mergers Act, 1965. Arrangements are being made for the merger proposal to be held in abeyance during the period of the investigation. The Commission are being requested to make their report within four months.

The decision to make a reference to the Commission does not in any way prejudge the question whether or not a merger is contrary to the public interest. It is for the Commission to report on this after investigation.

Notes

The Monopolies and Mergers Act, 1965, empowers the Monopolies Commission to investigate proposed or actual mergers following a reference by the Department of Employment and Productivity. The Commission are required to investigate and report to the Department whether the merger operates or may be expected to operate against the public interest. The powers in respect of mergers were transferred to the Department of Employment and Productivity from the Board of Trade under the Transfer of Functions (Monopolies, Mergers and Restrictive Trade Practices) Order 1969.

Section 6 of the Act enables the DEP to refer a merger which either creates or intensifies a 'monopoly,' or involves the taking over a company which has gross assets valued in excess of £5 million.

The Marley/Redland merger has been referred under both criteria of the Act, as it appears to the DEP that it would intensify the monopoly position in concrete roofing tiles and the value of assets involved exceed £5 million.

This is the eleventh reference under Section 6 of the Monopolies and Mergers Act.

Working party proposed for metrication of weighing machines

LORD RITCHIE-CALDER, Chairman of the Metrication Board, has suggested that a special working party should be set up to study the needs of the scale and weighing machine industry when going metric. Members of the industry and the Metrication Board would serve on the working party. The proposal met with approval of the industry.

Speaking at the Annual Dinner of the National Federation of Scale and Weighing Machine Manufacturers on November 10, Lord Ritchie-Calder said:

'Our immediate need is to secure reliable data on the machine conversion work load which is likely to develop and its timing. We must relate this to the capacity of the industry to carry through the work on time. Should there be a gap between the demands and the capacity we have to consider how it might most effectively be filled. These are the urgent tasks to which the working party such as I have proposed would address itself.'

New advance factory for Sunderland

THE ENGLISH Industrial Estates Corporation announced on November 11, that work has been started on a 25,000 sq. ft. advance factory on the Pennywell Industrial Estate, Sunderland.

This factory, one of several authorized at the beginning of the year, has been specially designed for the medium/heavy engineering industry; the clear working height of 25 feet is capable of accepting overhead cranage with a load of 10 tons. The contract for building this unit, worth over £100,000 has been awarded to D. & J. Rankin Ltd., of Sunderland and the Architects are Richard Turley Associates of Newcastle. It is expected to be ready for occupation by mid-1970.

Pennywell Estate covers an area of about 42 acres and has been under civil engineering development since April of this year. Site works are being carried out by W. & C. French (Contractors) Ltd., under the supervision of the consulting engineers White, Young and Partners and consists of site levelling, drainage etc., and the construction of estate roads.

A further advance factory of 15,000 sq. ft. is now being planned and work should be started on this during December.

Financial assistance in the development and intermediate areas

MR. ERIC VARLEY, Minister of State, Ministry of Technology, made the following statement in Parliament on November 10, in an answer to a Parliamentary Question:

'The following forms of special financial assistance are available to industry in the development areas:

(i) Investment grants at a rate of 40 per cent (20 per cent elsewhere) of new plant and machinery provided for use in a qualifying process;
(ii) Regional employment premium (30s. per week for each full-time male worker);
(iii) Training assistance from the Department of Employment and Productivity in the form of grants towards on-the-job training costs and by the provision of training courses;
(iv) Assistance from the Department of Employment and Productivity towards the transfer of key workers;
(v) The following incentives are available under the Local Employment Acts:
  (a) Ministry of Technology factories for rent or sale (in the case of certain projects new to the development areas the first two years may be rent-free);
  (b) building grants at a rate of 25 per cent of eligible costs to firms building and occupying a factory or an extension, or buying a building not previously occupied. In the case of certain projects new to the development areas, the rate of grant may be 35 per cent;
  (c) loans at moderate rates of interest;
  (d) removal grants towards certain costs incurred in transferring an undertaking to a development area.

'On November 14, 1967, the President of the Board of Trade announced that additional assistance would be available in areas likely to be particularly affected by colliery closures (the special development areas). These extra incentives, which are available only to new projects setting up for the first time in a special development area include:

  (e) Rent-free periods of up to five years in Ministry of Technology factories;
  (f) Operational grants at a rate of 10 per cent per annum of cumulative expenditure on buildings and plant and machinery (net of investment and building grants) in each of the first three years of operation of a project in the special development areas;
  (g) Loans towards the balance of building costs (not available elsewhere in the development areas).

'In exercising its powers under the Local Employment Acts the Ministry is required to have regard to the relationship between the expenditure involved and the employment likely to be provided, and to any consequential effects on employment elsewhere in the development areas.

'The amounts, terms and conditions of loans under the Local Employment Acts, and of removal grants and operational grants, are recommended by the Ministry's statutory Advisory Committee, an independent committee of business and professional men. The committee also examines applications for building grants, involving building costs of over £10,000. Before making a favourable recommendation, the committee has to be satisfied that there are good prospects that the undertaking seeking assistance will be successful. Applicants for loan assistance are expected themselves to provide a reasonable proportion of the finance for a project.

'Assistance under the Local Employment Acts is directed primarily towards manufacturing industry. Since August 31, 1968, assistance has not been available for projects in the service industries (with the exception of projects which bring into the development areas at least 50 additional jobs).

'Under the provisions of the Local Employment Bill, which is at present before the House, the Ministry of Technology and the Department of Employment and Productivity will be able to make available in the intermediate areas certain assistance already available to industry in the development areas. Subject to the passage of the Bill through Parliament, it is intended that the following incentives will be available in the intermediate areas on the same basis as in the development areas:

(i) Training assistance from the DEP ((iii) above)
(ii) Assistance from the DEP for key workers ((iv) above)
(iii) Ministry of Technology factories for rent or sale ((v) (a) above)
(iv) Building grants at a rate of 25 per cent (in some cases 35 per cent) of eligible building costs ((v) (b) above).'

Allocation of advance factories in Wales

THE MINISTRY of Technology announced on November 5 that the Advance Factory of 250,000 sq. ft. now under construction at Newbridge Road, Pontllanfraith, Monmouthshire, in the Special Development Area, has been allocated to Penny & Giles Ltd. of Christchurch, Hants. Penny & Giles Ltd. specialize in the design and manufacture of scientific and industrial instruments together with associated equipment including aircraft 'black boxes'. The Pontllanfraith factory will be concerned with conductive plastic devices. This new technology is the result of research funded entirely from the company's resources.

Pending the completion of the Advance Factory, on which building work commenced in June and which is expected to be completed in April of next year, the firm have established a pilot plant in the Pithead Baths at the Wyllie Colliery where some 50 people are currently employed. When the new factory is fully operational it is expected that about 150, most of whom will be men, will be employed.

It was also announced on November 5 that the Advance Factory of 25,000 sq. ft. constructed by the Welsh Industrial Estates Corporation on behalf of the Ministry of Technology at Maesteg, Glam, in the Special Development Area, has been allocated to Midcast Numerical Control (Wales) Ltd., a newly-formed company which takes over and expands the assets and activities of Midcast Numerical Controls Ltd., already operating at Blaby, Leicestershire. The new company will use the factory for the production of integrally milled components for airframe manufacture, and will also supply components demanding sophisticated numerically controlled machining techniques to marine, automobile and the general engineering indutsries.

Employment will be provided for about 50 men initially on treble shift working, but is is confidently expected that the labour force will be progressively increased to a total of 180 over the next two or three years. In addition to making available factory premises the Ministry of Technology have also agreed to provide the company with financial assistance.

Notes:

Responsibility for matters affecting distribution of industry, including the provision of Advance Factories was transferred from the Board of Trade to the Ministry of Technology on October 23.

Forty-nine Government Advanced Factories have been authorized for Wales since November 1964.

Thirty-nine of these factories have been completed or construction is nearing completion; three of these are at early stages of construction and seven are still in the preliminary planning stage.

Including the factories mentioned above, 35 factories have now been allocated.

Scottish electronics factory to expand

DURING THE NEXT four years Beckman Instruments Ltd., the Scottish electronic component and scientific instrument company, will double, the size of its 80,000 sq. ft. factory at Glenrothes, Fife, by a series of extensions. Production of Helipot and Helitrim potentiometers and scientific, medical and industrial instruments will be increased and a number of new, advanced-technology products, which are at present under development, will be introduced. As an initial step, all instrument production is being transferred from the existing factory on the Queensway Industrial Estate to a new, 20,000 sq. ft. building on the Eastfield Estate two miles away. The move to the new factory, which is one of several advance units built by the Glenrothes Development Corporation, will be completed before the New Year.

Industrial developments in Londonderry

THE NINTH Government advance factory for Londonderry has been announced by Mr. Roy Bradford, Ulster's Minister of Commerce. Tenders for construction of the 50,000 sq. ft. factory on the Springtown industrial estate will be going out shortly. Mr. Bradford said: 'I hope the people of Londonderry will regard this factory as I do, as a further mark of confidence in the future of the area and of the will of the City's people to work for lasting peace and prosperity.'

It was also announced that production in the new Londonderry synthetic yarn processing plant of William Hutchinson (Yarns) Ltd., a subsidiary of Courtaulds, will start in the next few weeks. The 220,000 sq. ft. factory will provide 630 jobs, 600 of them for men, by 1971 and there are hopes of further expansion. Mr. George W. Mitchell, managing director, said that the Government-built plant was one of he finest in Europe and will have an annual capacity or more than 10-million lb. Some 30 per cent of the production will be for export. The plant will process material from the new West German factory of Farbwerke Hoechst at Limavady, County Londonderry.

Both announcements were made when Mr. Bradford opened Ulster's first electronic telephone exchange at Carryduff, Co. Down on November 7.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified:

Number	Grantee	Subject-Matter
	October 10, 1969	
1,021,817	Standard Telephones & Cables Ltd.	P.B.X. group hunting for automatic telecommunication.
1,023,427	Societe Alsacienne de Constructions de Telecommunications et d'Electro-'Alcatel'	Methods and apparatus for producing metal particles.
1,025,939	Commissariat a l'Energie Atomique	Improvements in devices for securing the feet of nuclear fuel elements.
1,026,042	Standard Telephones & Cables Ltd.	Mountings for semi-conductor devices.
1,053,497	Standard Telephones & Cables Ltd.	Electrical counter circuit.
1,054,058	Standard Telephones & Cables Ltd.	Electrical circuit for receiving pulses with a varying repetition rate.
1,088,834	Gevaert-Agfa N.V.	Electrophotographic method for preparing planographic printing plates.
1,130,177	Gevaert-Agfa N.V.	Planographic printing process and apparatus for performing same.
	October 14, 1969	
929,561	John Dudley Wells Gregg	Road wheels for vehicles.
	October 15, 1969	
1,028,268	Commissariat a l'Energie Atomique	Composite guide tubes for nuclear reactors.
1,028,840	Commissariat a l'Energie Atomique	Purificatiin of a plasma.
1,029,922	Commissariat a l'Energie Atomique	Fuel elements.
1,030,180	Commissariat a l'Energie Atomique	Process for removing gaseous fluid from canned nuclear fuel cartridge.
1,030,466	Commissariat a l'Energie Atomique	Fuel elements.
1,035,613	Commissariat a l'Energie Atomique	Improvements in spray-type processing columns with pulsed continuous phase.
1,036,445	Commissariat a l'Energie Atomique	Sealing device for telemanipulator.
1,036,852	Commissariat a l'Energie Atomique	Means for assembling fuel rods for nuclear reactors.
1,040,076	Societe d'Electricite Mers	Capacitive ionization sensing device responsive to a variable condition.
1,118,788	Laboratoires Titra Societe Anonyme	Sub-titles on positive cinematograph films and method for their production.
1,137,525	Centro Sperimentale Metallurgico S.p.A.	Process for producing pure iron powder and product thereof.
1,149,044	The Birmingham Envelope Company Limited	Improvements in envelopes.
	October 20, 1969	
785,159	The Dow Chemical Company	Method of preparation of mouldable copolymers of styrene and acrylonitrille.
919,449	Commissariat a l'Energie Atomique	Device for measuring the density of a liquid.
924,285	The Dow Chemical Company	A dunnage or packaging material and method of manufacture thereof.
986,418	Societe Alsacienne d'Electronique et de Mecanique Appliquees (SAEMA)	Rotary vacuum pumps and liquid seals therefor.
1,003,722	Standard Telephones & Cables Ltd.	Insulated electrical conductors.
1,028,486	Societe Alsacienne de Constructions Atomiqies de Telecommunications et d'Electronique 'Alcatel'	Method and apparatus for producing molten materials in divided form by electronic bombardment.
1,035,150	Commissariat a l'Energie Atomique	Nuclear reactor fuel element assembly.
1,038,314	Compagnie Generale d'Electricite	Improvements relating to magnetohydrodynamic generators.
1,040,400	Standard Telephones & Cables Ltd.	Semiconductor device.
1,122,357	Sunbeam Plastics Corporation	Improvements in caps for dispensing containers.
1,132,336	Paul Frederic Marie Gambs	Ophthalmometers provided with stationary sighting marks.
1,132,338	Paul Frederic Marie Gambs	Ophthalmometers having internally-disposed reading means.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller

The Patents Office.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry.

MONDAY, NOVEMBER 10

Barley and wheat imports

A Member asked what imports of barley and wheat arrived in the port of Hull in the months of August, September and October of this year. Mr. Goronwy Roberts, Minister of State, Board of Trade, gave the following information:

Imports of barley and wheat through the port of Hull

	August 1969		September 1969	
	Tons	£'000	Tons	£'000
Barley	861	17	0	0
Wheat:				
De-natured wheat	16,915	388	5,324	121
Other	36,563	1,081	36,787	1,094

Figures for October 1969 are not yet available.

Trade classification

Asked by a Member to list all the industries according to the Standard International Trade Classification which the BoT now sponsors, Mr. Roy Mason, President of the Board of Trade, said 'It is not possible to categorize according to the Standard International Trade Classification which is a classification of commodities rather than industries.

The industries now sponsored by the BoT are: newspapers, printing and publishing, films, hotels and tourism, distributive trades (other than foodstuffs), service trades, insurance, shipping and civil aviation.'

Pinnock Finance inquiry

A Member asked when it was expected that the report of the inquiry into the affairs of Pinnock Finance would be received. Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, stated that the inquiry by the inspectors into the affairs of Pinnock Finance Co. (Great Britain) Ltd. had proved very complicated, but they hoped to report to the Board of Trade by the end of the year.

Grant-aided bodies

The Minister of Technology was asked to list the grants received by all the grant-aided associations listed in Annex III of his publication, The Ministry of Technology 1964 to 1969, for the last three financial years, and identify in each case the percentage rate of grant. Dr. Ernest Davies Joint Parliamentary Secretary, Ministry of Technology, circulated the information in *Hansard* (cols. 5 to 8).

Customs (Import Deposits)

Mr. Dick Taverne, Financial Secretary to the Treasury, opened the debate on the Customs (Import Deposits) Act 1968.

Exports of footwear

Stating that in the first five months of 1969 compared with the first five months of 1968, the percentage of the value of our exports of leather footwear and slippers to European Free Trade Association countres, to European Economic Community countries and to the United States all rose, a Member asked why there was a decline in the percentage exported to the Union of Soviet Socialist Republics.

Dr. Ernest Daves said: 'I know of no special reasons for the decline in these exports to the Union of Soviet Socialist Republics in the first five months of 1969. Since then there has been a significant improvement. Some seasonal fluctuation in the pattern of trade must, however be expected, and deliveries of footwear to this market tend to be concentrated in the summer and later months of the year. Future prospects are encouraging.'

Decimal notation for metric quantities

The Minister of Technology was asked when he expected to receive the report of his Advisory Commttee on Units of Measurement on the decimal marker to be used for metric quantities. Mr. Alan Williams, Joint Parliamentary Secretary, Ministry of Technology, said that decimal notation for metric quantites was a standardization problem; in this country it was a responsibility of the British Standards Institution and, worldwide, of the International Standards Organisation. If the Advisory Commttee on legal Units of Measurement had views on this matter, they would be put to BSI to assist in the formulation of national and international recommendations.

Development areas

A question was asked on the total amount of assistance given to developument areas under the Local Employment Acts in each of the last eght years; and what proportion of the total went to Scotland. Mr. Eric Varley, Minister of State, Ministry of Technology, said payments under the Acts in the eight years to 1968/69 had totalled £267 million, of which £115 millon or 45 per cent went to Scotland. He gave the following information:

Expenditure on Assistance under the Local Employment Acts

	Great Britain	Scotland	
	£ million	£ million	Per cent of Great Britain
1961-62	32·8	18·5	56·4
1962-63	23·9	14·4	60·3
1963-64	16·6	8·0	48·2
1964-65	27·3	9·3	34·1
1965-66	29·1	11·4	39·2
1966-67	43·3	21·1	48·7
1967-68	43·7	16·1	36·8
1968-69	50·7	16·0	31·6

Mr. Varley answered questions on advance factories in Scotland.

TUESDAY, NOVEMBER 11

Motor car production

A Member asked when the domestic production of passenger cars, including taxis, for the home market would reach the annual output of 1,161,886 units achieved in 1964. Dr. Ernest Davies answered that on the assumptions that no credit or fiscal changes occurred in the interim, and that present underlying trends continued the 1964 rate of output of cars for the home market was likely to be exceeded wthin two years. Export production reached record levels last year and was continuing to increase. Total production should surpass 1964 in 1970.

Engineering statistics

Mr. Alan Williams was asked why the August figures for production, deliveries and orders in the mechanical, instrument and electrical engineering industries were not available to the Ministry of Technology in his statistical Press notice of October 28, 1969; and why in this month the Ministry received insufficient data. Mr. Williams said the figures which formed the basis of these index numbers were derived from a voluntary monthly inquiry sent out to about 1,000 firms. The rate of response had fallen this year because of the revision of the form consequent upon the introduction of the new Standard Industrial Classification and administrative difficulties arising from mergers and take-overs. Returns were always delayed by holidays. The coverage of the industries represented by returns for July and August was too small to justify publication.

Industrial stocks

Answering a request to give the level of industrial stocks at the latest convenient date, the level for comparable months over the last 10 years and the estimated level for next year, Mr. Alan Williams gave the available information in the table below. Forecasts of future stock levels are not published other than those given in the Financial Statement which refer to the economy as a whole.

Stocks held by manufacturing industry

	£ million, book values
At June 30, 1969	8,582
At June 30, 1968	7,954
At June 30, 1967	7,728
At June 30, 1966	7,659
At June 30, 1965	7,147
At June 30, 1964	6,601
At June 30, 1963	6,101
At June 30, 1962	5,987
At June 30, 1961	5,850
At June 30, 1960	5,350
At June 30, 1959	4,951

Wool industry

Dr. Ernest Davies was asked what proportion of work done by the United Kingdom wool and allied textile dyeing and finishing industry during the most convenient recent period of 12 months he estimated to have been for ultimate export from the United Kingdom. He answered: 'Estimates for this section of the wool industry are not available. In 1963 approaching half of the net output of the woollen and worsted industry as a whole was ultimately exported: the ratio for the finishing and dyeing section was probably lower.'

Industrial development

Mr. Eric Varley answered questions on industrial development in the Sedgefield Rural District.

Northern Ireland registered subsidiaries of United Kingdom companies

The President was asked whether he would seek extension of the powers given to the Board of Trade under the Companies Acts 1948 and 1967, allowing initiation and conduct of investigation of company affairs, so as to permit appointment by them of inspectors to investigate the affairs of Northern Ireland registered subsidiaries of companies registered in Great Britain. Mrs. Dunwoody said it would not be appropriate for the Board of Trade to have a general power to appoint inspectors to investigate the affairs of companies registered in Northern Ireland. Inspectors could, however, be appointed to investigate the affairs of such companies which were, or had been, carrying on business in Great Britain.

Moreover, an inspector appointed to investigate the affairs of a company which had a subsidiary registered in Northern Ireland had power to investigate the affairs of that subsidiary if such an investigation was necessary for the purposes of the investigation he was appointed to make.

A further request was made that the President should seek legislative extension of the obligation imposed on company management under the Companies Act 1967, to indicate the scale of payments made to company directors, so as to require account to be given to remuneration paid to directors by subsidiary companies registered in Northern Ireland. To this Mrs. Dunwoody replied that Section 6 of the Companies Act, 1967, already required that the remuneration of a director of a company for the purposes of the Section should include remuneration in respect of his services, while a director of the company, as director of, or in connection with the management of the affairs of, any subsidiary of the company which was registered in Northern Ireland.

Answering a further request, that the President should seek legislative extension of the obligation imposed under section 19 of the Companies Act 1967, so as to require disclosure of certain donations for charitable purposes, extends to Northern Ireland registered subsidiaries of companies registered in Great Britain, Mrs. Dunwoody said 'Section 19 (2) already requires a company to include in the amount which it discloses as given for charitable purposes by it and its subsidiaries between them any money so given by a subsidiary registered in Northern Ireland.'

Asked to seek to amend the Companies Act 1967 so that purchase of shares or acquisition of other interests by directors, their spouses or their children, in Northern Ireland registered subsidiaries of companies with which they had connection, would be fully subject to the provisions of sections 27, 28, and 29 of the said Act, Mrs. Dunwoody said the interests with which these sections were concerned already included any interests a director of a company might have in the shares or debentures of a subsidiary of that company which is registered in Northern Ireland.

WEDNESDAY, NOVEMBER 12

Trade with overseas suppliers of food

Answering a Member's request for an up-to-date table showing the trade balance with each of the United Kingdom principal overseas suppliers of food and feeding stuffs, Mrs. Dunwoody said that among the principal countries were Australia, New Zealand, Canada, Irish Republic, Republic of South Africa, Denmark, Netherlands and the United States. Figures for the visible trade balance were not available for individual countries. The figures of imports c.i.f. and exports and re-exports f.o.b. with each country were given in Table IV of the Overseas Trade Accounts for September 1969. The difference between these figures was not, however, a good measure of the visible trade balance with these countries because, *inter alia*, of the difference in the bases of valuation.

UNCTAD plan of generalized preferences

A Member asked what representations had been received from Commonwealth Governments and producers and commercial bodies overseas about the loss of Commonwealth preference caused by the adoption of the United Nations Conference on Trade and Development plan of generalized preferences. Mrs. Dunwoody replied that some representations had been received from Commonwealth Governments. There would be full Commonwealth consultations before any new preferential arrangements could be implemented.

Industrial development

Mr. Eric Varley answered questions on industrial development in the Sunderland area and in the Northern region.

THURSDAY, NOVEMBER 13

Bankruptcies

Asked how many bankruptcies occurred among farmers and how many market gardeners in 1968. Mrs. Dunwoody said the number of Receiving Orders and Orders under Section 130 of the Bankruptcy Act, 1914, among farmers (not fruit) and stock rearers was 119 and among market gardeners, fruit, flower and seed growers 37. Details of failures in the principal trades and occupations in 1968 were given in the Bankruptcy General Annual Report for the year

Parliamentary answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries.

THURSDAY, NOVEMBER 6

Components for United States military aircraft

Asked what was the value for each of the last 12 months to the latest convenient date of aircraft components supplied to the United States for incorporation in United States military aircraft supplied or to be supplied to HM Government, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, gave the following information.

	£ million
1968 October	5·3
November	5·9
December	4·9
1969 January	3·7
February	0·8
March	3·7
April	0·7
May	1·0
June	0·7
July	0·4
August	1·1
September	0·3

The above figures relate to components purchased by the United Kingdom Government and supplied to the United States for incorporation in the aircraft, without involving any payment from overseas. In addition there were about £9 million of sales of components by United Kingdom suppliers to the United States manufacturers, in the period above.

Imports of United States military aircraft

Mrs. Dunwoody was asked what was the value of imports of military aircraft and missiles from the United States in each of the quarters of 1967 and 1968 and in the first three quarters of 1969. She gave the following information:

	1967	1968	1969
			£ million
1st quarter	3·3	19·6	51·4
2nd quarter	15·6	25·4	65·7
3rd quarter	11·2	37·1	46·7
4th quarter	13·5	63·6	

MONDAY, NOVEMBER 10

Woodley-Midhurst route

A Member asked how it was proposed, without consulting the appropriate local authorities, to study the implications for amenity of increased use of the Woodley-Midhurst route. In reply, Mr. Goronwy Roberts, Minister of State, Board of Trade, said the first task, if increased use of the route proved to be practicable, would be to assess the likely numbers, heights, and times of extra use, and the approximate numbers of people that would be respectively more and less exposed to aircraft noise disturbance.

Shipping lines' consortium

'What is the policy with regard to the proposed formation of a consortium between British and European shipping lines for the Australian containership trade?' asked a Member. Mr. Roberts said he understood that the recently announced Australian Container Service was not a new consortium but an attempt to co-ordinate the existing and prospective container ship services operated by British and other lines between the United Kingdom, the Continent of Europe and Australia. He would watch the development of this service with close interest.

Aircraft heights

Asked by a Member what checks were made on the altitude of aircraft taking off from London Airport, Heathrow, Mr. Roberts stated there were no standing arrangements to check the heights of aircraft after take-off from Heathrow, but Air Traffic Control maintained radio contact with pilots during this procedure from whom height information was obtained when necessary.

Trident replacement

In reply to a Member's question concerning the present position regarding a replacement aircraft for British European Airways to follow the Trident 3B, Mr. Roberts said, 'BEA are still evaluating alternative types'.

Noise abatement

A Member asked how many infringements there have been, in each of the past three years, of noise abatement requirements at British Airports Authority aerodromes; and what have been the main causes of infringement in each of those years. Replying, Mr. Roberts said there had been no infringements of the restrictions on night jet movements at Heathrow in the last three years. The other main requirement, regularly monitored, concerned limiting noise at defined

PARLIAMENTARY ANSWERS, *continued*

monitoring points. Information in respect of Heathrow:

Year	Departures	Monitored	Infringements
1966	59,501	51,930 (87·5%)	498 (1·0%)
1967	71,207	61,204 (86%)	432 (0·7%)
1968	79,685	71,121 (89%)	505 (0·7%)

More than half the infringements in 1967 and 1968 occurred when main runways were closed for maintenance, he continued. Monitoring did not begin at Gatwick until mid 1968. Infringements are running at the rate of about 0,5 per cent of monitored take-off; about 89 per cent of the total.

Progress of 'Concorde'

Answering several questions on the progress of Concorde, Mr. Anthony Wedgwood Benn, Minister of Technology, said: 'The two Concorde prototypes have now completed 135 hours of flight testing. Prototype 001 first flew at supersonic speed on October 1. Prototype 002 is at present undergoing a planned programme of modifications in preparation for flight test at cruising speed and will resume flying early in the New Year. The results of flight tests so far have been satisfactory.

'The latest agreed Anglo/French estimate of development costs is £730 million at January 1969 prices. This is currently beng revewed to take account of the devaluation of the franc and certain adjustments to the programme.

'I will inform the House as soon as practicable of the results of this review.' Answering a request to ensure that Members of Parliament were informed of his proposals for the Concorde test routes no later than members of local authorities, Mr Anthony Wedgwood Benn said the proposed route pattern was being discussed with the interested parties including Members whose constituencies might be affected. He hoped to inform the House later this year of the route pattern finally selected.

TUESDAY, NOVEMBER 11

Near-collision of two air-liners

Asked to make a statement about the mid-Atlantic near collision between two Boeing 707 airliners which occurred on July 25 this year; and what instructions had been issued both to BOAC pilots and air navigation staffs following this incident, Mr. Roberts, said 'The incident involved two aircraft of BOAC and Trans World Arlines which were flying on tracks converging at the same level some 200 miles South-West of Ireland. The TWA pilot climbed his aircraft slightly when he saw the BOAC one to avoid possible turbulence from the wake extending behind it.

'The incident occurred because of a departure from the normal procedure for issuing ATC clearances to aircraft to prevent risks of collision. The effect was accentuated by later difficulty in getting a message to the BOAC aircraft to change flight level. Action has been taken on the personnel side and the communications difficulty is under investigation. No special instructions to pilots or other staffs have been considered necessary, as a result of the incident.'

WEDNESDAY, NOVEMBER 12

Atmospheric pollution by aircraft

Mr. Roberts was asked to list the research undertaken in recent years in the United Kingdom showing that the contribution of aircraft to atmospheric pollution at ground level was small compared to that of road vehicles or industrial and domestic sources at London Airport, Heathrow; and, following the special measurements made in 1965, if he would detail the other measurements that show that there is no particular concentration of pollution near Heathrow. Mr. Goronwy Roberts said: 'As stated in my Answer to the hon. Member on November 5, 1969, special measurements of atmospheric pollution at ground level were made at Heathrow in 1958, 1962 and 1965 by the National Gas Turbine Establishment in collaboration with the Air Pollution Unit of the Medical Research Council. The other measurements referred to in this Answer were taken as part of the continuing National Survey of Smoke and Sulphur Dioxide and showed that places affected by Heathrow traffic such as Hayes, Harlington, Windsor and Chelsea experience no greater air pollution than comparable areas not affected by Heathrow traffic.'

Smoke pollution by aircraft

Speaking of public concern regarding smoke pollution caused by aircraft to residents' property beneath the glide path into London Airport, Heathrow, a Member asked if Mr. Roberts would immediately institute an investigation. Mr. Roberts said: 'Very few complaints are received about pollution under the glide path alleged to be caused by aircraft. I will consider whether a specific investigation is warranted.'

Flights from Scotland

Asked how many representations he had received about increasing the number of direct flights from Scotland to the Continent; and what reply he had sent, Mr. Roberts said: 'None, other than questions from hon. Members of which there have been 10 on this subject since January 1, 1967. The decision whether to provide an air service is a matter for the commercial judgment of an interested airline subject to securing a licence from the Air Transport Licensing Board.'

In answer to a further question Mr. Roberts gave information regarding direct flights from Scotland to another country, excluding flights to England, and flights which touched down in any English airport.

Dyce Airport

Asked if he would now upgrade the Customs classification of Dyce Airport, Aberdeen, in view of the recent establishment of an international scheduled service through the airport, and the prospect of further development there, Mr. Roberts said: 'I will consider this in conjunction with my hon. Friend the Financial Secretary.'

THURSDAY, NOVEMBER 13

Privately-owned airfields

Mr. Roberts was asked the conditions upon which he licensed privately owned airfields; how often such airfields were inspected; and whether, under the Prices and Incomes Act, he had approved the scale of fees charged to owners of aircraft using such airfields. Mr. Roberts said '(1) The conditions are contained in Civil Air Publication No. 168. (2) Normally annually. (3) The voluntary early warning system has not been extended to such charges and they have not, therefore, fallen for consideration under the Prices and Incomes Act.

Economic Trends

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Aviation and Shipping

Government announces civil aviation policy

THE ESTABLISHMENT of a new Airways Board with responsibility for the activities of BEA and BOAC (which will continue as operating airlines), the possibility of granting licences on scheduled routes to independent operators in competition with the Corporations, which might in turn lead to the emergence of a 'second force' airline, and the setting up of a Civil Aviation Authority to regulate the economic, operational and technical environment of the industry, are the main proposals in the Government White Paper 'Civil Aviation Policy' (HM Stationery Office, Cmnd. 4213, price 3s. 6d.) published on November 12.

The Government's proposals follow the recommendations of the Edwards Committee, whose report was published in May this year.

Airways Board

BEA and BOAC provide 70 per cent of the output of the civil air transport industry. The Airways Board's task will be to see that the fleets and routes of the two airlines are planned and marketed to the best overall advantage. Other fields in which the Government feel that co-operation is possible include engineering studies of future aircraft and flight systems, industrial relations, catering, transport, training, advertising, inclusive tours, and hotels. Although the two airlines will retain their individual identities, they will be subject to the strategic control of the Airways Board. The Government proposal goes further than that recommended by the Edwards Committee and is designed to avoid an additional decision-making layer. The Board will be responsible to the President of the Board of Trade, in much the same way as BEA and BOAC are at present individually responsible.

Independent airlines

The Government believes that there is a continuing and promising future for independent airlines with the necessary financial strength and managerial competence. It favours the licensing of a second British carrier on scheduled services, where the independent has the skill and resources, where it does not unduly harm the Corporations, and where the net results benefit both consumers and the balance of payments. The new Civil Aviation Authority, when it is set up, will encourage or facilitate mergers that seem likely to strengthen the industry.

The 'second force'

The Government would welcome the emergence of a 'second force' airline. This could be formed by the merger of two or more existing independent carriers. The Government does not accept that the formation of a second force should be made conditional upon the transfer to it of a significant part of the Air Corporations' routes.

Regional air services

The Edwards Committee recognized that the future viability of many regional air services require some rationalization. The Government accept this, but do not propose powers of compulsory acquisition or any attempt to create a monopoly. The formation of a regional airline group will evolve as a separate subsidiary of the Airways Board. The Government accept that it may be necessary to subsidize regional air services that contribute to the economic and social development of the areas they service. Power will be sought to grant subsidies where these are shown to be needed and justified on these grounds. The Government agree with the Edwards Committee that there is a case for some grouping of airlines specializing in the provision of regional air services.

(*Continued on next page*)

PRESIDENT'S STATEMENT

The following statement was made in the House of Commons by Mr. Roy Mason, President of the Board of Trade, on the publication of the White Paper 'Civil Aviation Policy' on November 12.

'I am to-day laying before the House a White Paper setting out the Government's decisions in the light of the Report of the Committee of Inquiry into Civil Air Transport – the Edwards Report.

'Over 90 per cent of the output of British airlines is on international services. The industry must be strong in that intensely competitive field. In this country domestic services are limited and not very remunerative. There is need for rationalization. Everywhere in the world civil aviation is highly regulated. We need to improve our regulatory machinery with the aim of strengthening the industry.

'In the public sector the Government will establish an Airways Board charged with the task of securing that the fleets and resources of BOAC and BEA are planned and marketed to the greatest overall advantage. This Board will have complete authority and will not, therefore, represent an additional layer of decision-making. The Airways Board will also be responsible for setting up a separate regional airline bringing together certain domestic services of BEA and of the British Air Services group.

'The Government would welcome the emergence through combination of a strong independent airline undertaking scheduled services. They will favour the licensing of such a carrier on routes, notably on the North Atlantic, where the presence of a second British carrier could be expected to increase the British share of business. But they do not accept that the creation of such an airline should be made conditional on the transfer of a significant part of the Air Corporations' routes. They believe that there are continuing opportunities of growth for indepenedent airlines and will pursue pricing policies which should assist them.

'The Government accept that, after other steps have been taken to strengthen regional air services, it may still be necessary to subsidize certain services which can be shown to contribute to the economic or social development of the regions. They will seek powers to grant subsidies where detailed economic studies show them to be justified.

'The Government propose to improve the regulatory machinery by setting up a Civil Aviation Authority which will have comprehensive responsibility for the regulation of the industry in all its aspects – economic, operational and technical. The Board of Trade will lay down the objectives and policies to be pursued by the authority; these will be published and come before Parliament before being made binding upon the authority. In addition, the Board of Trade will continue to exercise its present functions in relation to the public sector – the Airways Board and the British Airports Authority. It will also continue to bear the main responsibility for negotiating international agreements affecting civil aviation, for investigating accidents and for the control of aircraft noise.

'I am inviting the chairmen and members of the Boards of the Air Corporations, of the Air Transport Licensing Board and of the Civil Aviation Advisory Committee generally to continue to serve for a further year, to allow time for the introduction of legislation.

'With these changes the industry should be able to meet, with confidence, the challenges of the future and increase its contribution to an expanding economy and to the service of the public.'

AVIATION AND SHIPPING, *continued*

Civil Aviation Authority

The Government have accepted the Edwards Committee recommendation that a Civil Aviation Authority should be established. This will regulate the whole economic, operational and technical environment of the industry. It will take over the responsibilities of the present Air Tranport Licensing Board, the Air Registration Board, and the safety and air traffic control responsibilities of the Board of Trade.

The Authority will operate within the terms of a published Government statement of objectives and policy. The statement will be laid before Parliament and made binding on the Authority. There will be a limited right of appeal to the Board of Trade against route licensing decisions, on grounds that a particular decision could not reasonably be brought within the terms of the policy then in force.

It is the Government's intention that the new Civil Aviation Authority shall be able to develop a comprehensive expertise in all aspects of the industry's affairs. As a separate body it will be able to speak authoritatively both to and for the industry. It should be well placed to attract staff of the many professional skills required, and to provide a continuity of experience that the Civil Service is less able to guarantee.

Board of Trade

Besides drawing up the policy statement for the Civil Aviation Authority, and seeing that it is carried out, the Board of Trade will continue to be responsible for negotiating international air service agreements, for the control of aircraft noise, and for the investigation of aircraft accidents. It will also be responsible for the financial control of the Airways Board and the British Airports Authority.

Airline and employee relations

The Government welcome the Edwards Committee's constructive approach to human relations, and propose to place independent airlines under the same obligations as the Air Corporations regarding negotiating and consultative machinery.

Fares

The Government accept that more rational pricing policies are needed and that they should follow more positive pricing policies in the International Air Transport Association. Where it continues to be necessary to control the prices of package holidays, the control prices should be no higher than is necessary to give adequate protection to those competing scheduled services for which there is genuine need.

New scheme for export booking

THE PORT OF LONDON Authority and the Australian Outward Freight Committee have instituted a new space reference sheme for cargoes destined for export to Australia through London's Royal Group of Docks.

The new scheme, which is linked to the lorry pre-booking procedure for exports carried on Australian Conference Line vessels, is aimed at overcoming the confusion and difficulties which have arisen recently.

It will apply with the commencement of receiving for the m.v. 'Port Pirie', from November 26 to December 4 at No. 6 Shed, King George V Dock.

When shippers apply to the Line for space, they will be allotted a reference number, which will have to be quoted when the shipper, his agent or the haulier apply for an appointment at the Authority's Royal Albert Dock pre-booking centre. If the PLA receives a request for an appointment and the firm making the request cannot quote the reference or give the wrong reference, no appointment will be made and they will be referred back to the Line concerned. The reference numbers will be telexed to the pre-booking centre by the shipping companies on a daily basis.

The new scheme will not, however, apply to vehicles with loads of 1 ton or less, of which no individual package weighs more than 5 cwt. These vehicles are not required to pre-book with the PLA.

Noise certification of aircraft

ANSWERING A QUESTION in Parliament on November 14, Mr. Roy Mason, President of the Board of Trade, said he understood that the United States Secretary of Transportation had announced the making of noise certification regulations applying to United States registered aircraft. 'It is my intention to introduce compulsory noise standards for new types of subsonic jet transport aircraft landing or taking off in this country,' said the President. 'Such regulations, to be effective in the United Kingdom, will need to apply irrespective of the country of registry because, unlike the United States, so much aviation at our airports is international. I am, therefore, seeking an international concensus on noise standards, based on the tripartite discussions which have taken place between ourselves and the American and French authorities. Discussions are to take place at ICAO next month, and I hope to lay the regulations early in the New Year.'

Air-miss investigation

THE CHIEF INSPECTOR of Accidents at the Board of Trade is carry out an Inspector's investigation into an air miss which took place between an inbound BOAC VC10 and a departing E1 A1 Boeing 720 on November 11, at 15.15 BST. A few of the passengers in the Boeing aircraft received minor injuries.

The BOAC aircraft had been cleared to leave the holding stack over Epsom NDB at FL.70 and the E1 A1 aircraft had been cleared to cross the same beacon at FL.60.

A report will be issued in due course.

The Industrial Development (Ships) Bill 1969

THE INDUSTRIAL DEVELOPMENT (Ships) Bill was published on November 11. It seeks powers which would restrict investment grants made under Section 5 of the Industrial Development Act 1966 on expenditure incurred in providing a new ship or converting a ship if, in the opinion of the Treasury, the payment of grant would be detrimental to the United Kingdom balance of payments. The power to give such a direction does not, however, apply in the case of an application for grant:

(a) where the Minister of Technology is satisfied that the work involved in the provision or conversion of the ship is wholly or mainly done within the area comprising the European Free Trade Association Convention Area and the Republic of Ireland.

or (b) where some of the capital expenditure involved was defrayed before November 8, 1969.

The Bill would enable the Parliament of Northern Ireland to enact legislation for similar purposes.

Notes:

The Industrial Development Act 1966 provides, with effect from January 17, 1966, for investment grants to be made towards capital expenditure incurred and payments made by persons carrying on business in Great Britain on providing certain classes of assets.

Expenditure on providing a new ship, converting or providing a new part for a ship may attract grant at the rate of 20 per cent.

The President of the Board of Trade announced on January 8, 1968 that cases involving the purchase of a ship eligible for investment grant by certain categories of companies controlled by interests resident outside the United Kingdom would be subject to a special scrutiny of their balance of payments consequences. The companies concerned were, broadly, those incorporated or activated as shipowners in Great Britain on or after January 1, 1963. These earlier arrangements are superseded by the more comprehensive provisions of the Bill.

Responsibility for administering the Industrial Development Act was transferred from the Board of Trade to the Minister of Technology by virtue of the Minister of Technology Order 1969 with effect from October 23, 1969.

OVERSEAS COMMERCIAL POSTS

Over 200 *official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of addresses is given on pages i-viii of October* 1 *issue.*

New Books

The Economics and Politics of East-West Trade, by J. Wilczynski. (416 pages. Macmillan. £4.) This study of trade between developed market economies and centrally planned economies in a changing world comprises 15 chapters divided into three parts. Part one provides a concise factual background. It considers the position, size and composition of East-West trade from both an international and a historical perspective. In part two of the Western and Socialist foreign trade systems are contrasted in chapters dealing with the ideological and theoretical background, the organization of foreign trade, prices, exchange rates and tariffs, and weapons of trade policy. The main body of the study is contained in Part three, which examines major issues in East-West trade with special attention to the evolutionary changes taking place in the West and the reforms being implemented in Eastern Europe. Amongst the eight chapters in this part are ones dealing with dumping, payments and finance, strategic embargo and trade disputes. The study was carried out as a doctorate thesis for the University of London. There are footnote references to sources, a bibliography, and indexes of names and subjects. Professor Harry G. Johnson, who served as an examiner of the thesis, and contributes a foreword, comments that Dr. Wilczynski has assembled a mass of evidence and argument, and has presented it admirably clearly and readably. The accent is on economics rather than politics, though political considerations entering into East-West trade are brought out where warranted, with an emphasis on the East rather than on the West. The usual manner of presentation involves a brief description of the salient characteristics of Western trade, and against this background the Eastern side is discussed in detail. Businessmen should find this book a useful guide to the setting in which East-West trade is conducted.

Africa Contemporary Record: Annual Survey and Documents 1968-1969. (903 pages. Africa Research Ltd. £9 9s.) Written and compiled by Colin Legum, a well-known writer on African affairs, and John Drysdale, editorial director of the *Africa Research Bulletin*, together with seven other members of the *Bulletin's* editorial staff, this new volume (the first of an annual series) has set itself the aim both of avoiding the dryness of the usual reference book and of focusing more clearly on the essential nature of the major changes that are sweeping the continent. More than half the book is devoted to a series of chapters on each of the 49 African countries which review, in narrative form, the year's events in the country on the political and economic fronts. Although these chapters also contain a certain amount of formally recorded factual information (external trade statistics, public holidays, population figures, banks and hotels), the net result is that they present both more and less information than such well-known reference books as *The Stateman's Year-Book*, *The International Year Book* and *Stateman's Who's Who* or *The Europa Year Book* – more on matters which have been to the forefront in the previous year, but less information on the whole range of basic political, economic, commercial, cultural and social topics that these other reference books contain between them. *Africa Contemporary Record* also contains a documentation section of some 300 pages in which are reprinted basic documents of the year on political, economic and social matters. In this way, the compilers hope, they will be made more readily accessible to students of current affairs and, in the future, to scholars writing on African history.

Money, by Roy Harrod. (355 pages. Macmillan. St. Martin's Press. £3 5s.) The main aim of the author is to present a standard treatise on the subject of money. *Money* contains a series of lectures which were delivered by the author. This publication covers both pure theory and practical arrangements. The content ranges from accounts of classic documents and debates which gave shape to the main monetary institutions of the modern world to discussions of the most recent theories and proposals, like those for 'two tier gold' or a 'crawling peg' in foreign exchange markets. This volume is intended for use by university students at graduate or undergraduate level and by others who wish to gain greater insight into monetary questions.

Taxation Economics, edited for the Economic Research Council by M. H. Cadman. (124 pages. Macmillan. £2 5s.) The origins of this book were a series of five study lectures arranged by the Economic Research Council. Past and current trends in United Kingdom taxation were reviewed by A. R. Ilersic, and the social implications of the tax burden in Britain were discussed by D. R. Myddelton. Alun G. Davies surveyed international trends in corporate taxation, and W. A. P. Manser examined taxation and Britain's international trading position. The final lecture, by G. S. A. Wheatcroft, dealt with the tax implicaions of a policy for economic growth. The lectures have now been edited for publication in this volume by Mr. Cadman. There is a foreword by Sir Paul Chambers.

The Euro-Bond Market, by Paul Einzig. (219 pages. Macmillan. £4.) The market in foreign dollar loans in Europe, described in the original edition of this book, has come to be known in recent years as the Euro-bond market. This accounts for the change in the title of this revised and enlarged edition of *Foreign Dollar Loans in Europe*. In any case, a fairly substantial proportion of the loans are now issued, not in terms of dollars but in terms of D marks, composite units of accounts and other denominations, even if the large majority of the bonds are still in terms of dollars. The author has drastically revised the material in the light of the important changes that have occurred during the past five years. In addition to making many changes in the original text, the author has added four entirely new chapters, to cover recent developments such as the emergence of a secondary market, the trend of Euro-bond prices, the increase in D mark bond issues, the change of the role of the United States from a lender to Europe to a borrower from Europe and the growing popularity of convertible bonds giving holders an option to change their holdings into equities.

Who Owns Whom (International Subsidiaries of US Companies). (345 pages. O. W. Roskill & Co. (Reports) Ltd., 14 Great College Street, London SW1 £7.) It was in 1958 that O. W. Roskill & Co. first published *Who Owns Whom*, a directory of British parent, subsidiary and associate companies; and, encouraged by its reception, followed it three years later with a 'Continental edition' containing corresponding information for Western European countries. Both these publications, growing steadily larger in successive annual editions, have now firmly established themselves as essential tools in any commercial library. Information on the subsidiary and associate companies of United States firms has, however, not been so readily available; though the two Roskill directories both had shortish sections listing the subsidiaries in their respective areas of United States parent companies. This information has now been considerably expanded in the work under review, a new recruit to the Roskill stable, which sets out to list the subsidiaries and associates throughout the world (outside the United States) of American parent firms. The arrangement follows the pattern which has now become familiar. Section 1 is an alphabectical list of United States parents, and below the name of each are listed its overseas subsidiaries and associates in alphabetical order of country of domicile. Section 2 is a single alphabetical list of these subsidiaries and associates, with the name of the United States parent shown against the name of each. The publishers express the hope that this new directory will also be published annually, but are deferring the final decision on this until the reception of this first edition has been assessed.

Hospital Equipment Trade Mission to Australia and New Zealand, February-March 1969. (21 pages. British Hospitals Export Council, 24 Nutford Place, London W1. 10s.) The purpose of this mission, which was a follow-up on an earlier mission (February-March 1968), was to increase sales to Australia and New Zealand either by improving methods and policies for delivery, distribution, stockholding and servicing of United Kingdom products or by entering new markets. The report which resulted from this mission reviews the market for hospital equipment in Australia and New Zealand, surveys business prospects and offers advice to companies entering the market. It also lists in an appendix some major hospital construction projects in Australia and New Zealand.

Other Publications

BANK MARKETING: TWO LECTURES ON MARKETING AND ITS APPLICATION TO BANKING. 35 pages. The Institute of Bankers, 10 Lombard Street, London EC3. 7s. to non-members; 5s. to members.

BILINGUAL GUIDE TO BUSINESS AND PROFESSIONAL CORRESPONDENCE (FRENCH-ENGLISH): GUIDE BILINGUE DE LA CORRESPONDANCE COMMERCIALE ET PROFESSIONELLE (ANGLAISE-FRANÇAISE), by Joseph Harvard. French text by Félix Rose. 221 pages. Pergamon Press. £1 15s. hardcover; 25s. paper-back.

CO-OWNERSHIP CO-OPERATION AND CONTROL: AN INDUSTRIAL OBJECTIVE, edited by P. Derrick and J. F. Phipps. *Management Studies Series*. 184 pages. Longmans. £2 10s.

MEMBERS HANDBOOK. 10th edition. 1969. 92 pages. Available free from The Gauge and Tool Makers' Association, Standbrook House, 2/5 Old Bond Street, London W1X 4LS.

PRINTING REPRODUCTION POCKET PAL, edited by Leslie H. May. United Kingdom 2nd edition. 136 pages. Advertising Agency Production Association, c/o 51/53 Brick Street, London W1. 10s.

WORKBOOK TO ACCOUNTING IN BUSINESS, by F. P Langley and D. A. Caldicott, 282 pages. Butterworths. 25s.

Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Stores	Location	Auctioneers
November 26	Vehicles, miscellaneous stores	Queen's Hall, N. Ireland War Memorial Buildings, 9-13 Waring Street, Belfast 1.	Osborne King & Megran (Dept. L), 14 Montgomery Street, Belfast BT1 4NZ. (Tel. 2033).

Ford Consul and Zephyr saloons; Morris Mini Minor saloons; Vauxhall Victors; Vanguard saloons; Lister industrial trucks; Lister concrete mixer; 2½-ton and 10-ton trolley jacks; sewing machines; machine tools; wireless conversion kits and valves; insulated cable; telephone sets (F.L. & D.); electrical equipment including, oscilloscopes; No. 9 rectifiers; beat frequency oscillators; insulators; lead acid batteries; miscellaneous vehicle spares; tyres; teleprinter paper; aerial variometers; clothing and textiles including DS ankle boots; raincoats; shirts; curtains; carpets; berets, etc.; web haversacks and packs; mixed rags; scrap metals and a large assortment of other general stores.

December 2-3	Miscellaneous and technical stores	Ordnance Storage and Disposal Depot, Branston, Burton-on-Trent, Staffs.	Arnold & Son (Dept. L), 'Modwena House,, 13 Market Place, Burton-on-Trent, Staffs. (Tel. 4657).

Earth moving and crane equipment and spares; Perkins 3, 4 and 6 cylinder diesel engines; trailer mounted circular saws; workshop trailers; aircraft components and ground equipment including aircraft crash tenders; delivery hoses; trolley mounted high pressure steam cleaners; signal generators; power control units; water tanks and galvanized steel water pipes; crane conversion sets; machine tools and cutters including, centre, turret and capstan lathes; horizontal and vertical millers; woodworking machines; shaping, slotting and shearing machines; pillar, bench and portable electric drills; coil winding, engraving and sewing machines; power hacksaws; electric welding and heat treatment plant; furnaces; presses; compressors; footwear machinery; surface, cylindri al and tool grinding machines, etc.; small tools; miscellaneous vehicle, electrical and wireless equipment and spares; radio receivers; electronic valves photographic equipment; bromide paper; wrist watches; clothing and textiles including, tartan and other coloured cloth; canvas; vests and drawers; household furniture; kitchen equipment and a large assortment of miscellaneous general stores.

December 9	Miscellaneous stores	No. 2 Building (adjacent to Indoor Bowling Green), Riverside, Chatham, Kent.	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. 01-709 0101).

Caterpillar D.8 diesel crawler tractor; diesel driven 6-ton road roller; trailer mounted bitumen distributor; air compressors; chain lifting blocks; electric hoists; band sawing machine; arc welders; portable welding transformers; motorized planing and thicknessing machine; lifting jacks; MT spares; VIR and PVC cable; electrical and electronic equipment; hand tools; wrist and pocket watches; blouses and trousers; overalls; boots and shoes; white and coloured blankets; sheets; pillow-cases; pillows; webbing equipment; ground sheets; mixed rags; carpets; rugs and mats; tables; chairs; wardrobes; chests of drawers; bureaux, and numerous other items of surplus stores. —

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

MINISTRY OF PUBLIC BUILDING AND WORKS

1969	Description of Goods	Location	Auctioneers
December 2	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

REDUNDANT PLANT WANTED:

Machine tools, sheet metal machinery, foundry and forging plant, cranes and lifting equipment, electric motors, transformers, switchgear etc.

Specialists in difficult dismantling operations.
Prompt inspection and settlement.

C. M. HARTSHORNE & CO. LTD.,
Shepley, Huddersfield.
Phone Kirkburton 2255.

INTERNATIONAL TRADE CENTRE

The International Trade Centre UNCTAD/GATT, which helps developing countries in the field of export promotion, was set up in May 1964, by the Contracting Parties to the General Agreement on Tariffs and Trade (GATT), who now operate it jointly with the member States of the United Nations Conference on Trade and Development (UNCTAD). The four main spheres of operations are those of training in export promotion; the carrying out of market surveys in developed countries; a trade promotion advisory service; and a publications programme. The Centre's services are made available free of charge to all developing countries.

For further information write or phone the United Kingdom Liaison Officer: Miss E. P. M. Baggs, Board of Trade, 1 Victoria Street, S.W.1 (Tel. 01-222 7877, Ext. 2438).

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise.

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
• five week period
ø fifty-three week period

	Gross Domestic Product (expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		Personal disposable income	Total consumers' expenditure		Retail sales									
			at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963	1963	1963	1963	1963	1966	1963	1963	1963	1963	1963				
	26,826		21,757	20,125	20,125	11,372	4,916	1,055	1,020	944	1,752	Series in £ million			
1964	105	108	107	107	103	..	116	113	119	124	113	642	411	91	50
1965	108	112	115	114	105	..	121	124	118	127	117	400	262	49	45
1966	110	113	122	120	107	100	124	128	113	128	125	241	147	19	6
1967	112	114	126	126	110	101	133	124	121	138	143	169	–39	10	11
1968	115	120	135	134	112	104	138	128	134	146	143	160	–47	75	95
1967															
3rd quarter	112	114	129	127	111	102	134	122	120	142	142	–33	–25	–10	–21
4th quarter	112	116	129	129	112	104	132	120	118	139	149	76	–30	22	2
1968															
1st quarter	115	118	133	134	114	105	137	120	130	146	146	–74	–100	5	49
2nd quarter	113	119	133	131	109	102	135	120	125	149	147	61	24	22	1
3rd quarter	115	120	135	135	112	103	137	128	133	145	139	40	7	10	5
4th quarter	118	122	138	138	113	104	144	144	146	144	141	133	23	38	40
1969															
1st quarter	115	122	141	138	111	102	131	121	128	137	136	117	120	–11	13
2nd quarter	114	123	140	141	112	104	131	134r	135r	128	129	22	7	–11	– 3
3rd quarter						103									– 1
1969															
April		123				104									
May		123				103									
June		124				104									
July		124 p				102									
August		124 p				105									
September						103									

	Orders		Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries: orders on hand (end period)	Textiles and clothing industries: orders on hand (end period)	Retail price Index		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports	
	at 1963 prices	at 1958 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	Apr. 1959	16 Jan. 1962		1963	1963	31 Jan. 1956				1963	1963	series in £ million
								Series in thousands			4,983	4,211	
1964	119	124	107·0	3·3	103·9	101·9	148·6	361	221	24,567	114	105	–381
1965	123	121	112·1	4·8	106·8	104·6	157·9	309	265	24,784	115	112	– 50
1966	118	105	116·5	3·9	110·2	107·3	168·5	325	254	24,834	119	120	64
1967	108	114	119·4	3·5	108·4	108·2	175·3	515	175	24,475	129	119	–283
1968	108	129	125·0	4·7	120·5	112·4	187·3	543	189	24,319	159	147	–265
1967													
3rd quarter	112	105	119·0	1·7	107·1	108·4	177·3	555	163	24,502	125	120	18
4th quarter	108	114	120·4	2·1	114·5	109·2	179·7	538	182	24,395	137	109	–255
1968													
1st quarter	107	117	122·1	3·0	122·9	111·4	184·8	511	184	24,362	156	142	– 91
2nd quarter	104	125	125·0	4·5	119·5	112·5	185·8	550	180	24,313	155	139	–101
3rd quarter	104	129	125·7	5·6	119·3	112·8	187·7	580	182	24,293	161	151	– 7
4th quarter	107	129	127·2	5·6	120·4	113·1	191·0	533	210	24,309	163	155	– 66
1969													
1st quarter	111	134	129·7	6·2	122·3	114·1	194·6	499	206	24,324	162	154	18
2nd quarter	119	131 p	131·8	5·4	124·2	115·1	195·4	527	195		168	162	75
3rd quarter			132·0	5·0	126·1 p	116·5 p	197·1	581	192		167	173	
1969													
April	118	134 p	131·7	5·5	123·7	114·8	195·1	519	199		166	154	
May	119	131 p	131·5	5·3	123·9	115·1	195·4	518	196		166	162	
June	119	131 p	132·1	5·3	124·9	115·4	195·7	543	191		173	170	
July	116 p	132 p	132·1	5·3	124·8	116·0	196·6	577	186		170	163	
August		134 p	131·8	4·9	127·0	116·4	197·1	585	192		165	180	
September			132·2	5·1	126·4 p	117·0 p	197·6	580	199		1.6	176	
October					126·6 p	117·1 p		555 r	202		169p	175p	

†Not seasonally adjusted.

General assessment of the economic situation

From the article on the economic situation to be published in 'Economic Trends', November 1969. Note: Unless otherwise stated this report is based on seasonally adjusted data.

THE ECONOMIC forecasts published with the Budget last April foreshadowed a temporary slowing-down in the expansion of demand and activity in the first half of 1969 followed by a renewed upturn in the second half of the year. The slowing-down in the first half has already been corroborated by the national income and expenditure estimates issued about a month ago; and there is now evidence of resumed expansion, at an appreciable rate, in the third quarter. Exports continued to rise strongly, even after excluding the special influences affecting recording; and – though the indications so far are limited – stockbuilding may have picked up. Consumers' expenditure probably rose, too, though only moderately: the preliminary estimate is of an increase, over the second quarter, of about ½ per cent. (There was a slight fall in consumers' expenditure between the second half of 1968 and the first half of 1969, though some expenditure was brought forward into the second half of 1968 because of the availability of goods at pre-Regulator prices.) Within the total of consumers' expenditure, retail sales were little changed in the third quarter compared with the second; but there was a marked recovery in spending on cars, with hire purchase contracts up 26 per cent and new registrations 18 per cent.

The course of the industrial production index points similarly to a rise in total output in the third quarter. The index in the three months June-August was 1 per cent higher than in the preceding three months; moreover, it was artificially depressed in August by strikes in cars and steel. The behaviour of the labour market indicators is consistent with this view of re-expansion in output. Unfilled vacancies have been edging upwards; between September and October they rose, for the third successive month, by 2,000. The underlying movement of unemployment may well have been downward, although by a good deal less than shown by the recorded figures.

Figures for private investment in the third quarter of the year are not yet available. However, the latest Board of Trade inquiry has confirmed that investment intentions in manufacturing industry remain buoyant. After allowing for the distortions introduced by the reduction in the rate of investment grant payable at the end of last year, the Board interpret company forecasts as indicating an increase in investment by manufacturing industry from 1968 to 1969 of the order of 10 per cent, with the likelihood of a similar increase next year. The latest CBI Survey of Industrial Trends showed that the balance of firms expecting to increase capital expenditure on plant and machinery is still fairly high, and although the returns for capital expenditure on building are less favourable, the overall showing is broadly consistent, on the basis of past Surveys with the Board's forecast. Both inquiries were carried out at a time when monetary stringency (apart from the retention of the import deposits scheme) could have been taken into account; even so neither points to any major downward revision in investment plans so far as a result of shortage of funds. As to the non-manufacturing sector, the Board of Trade forecast on the basis of their inquiry some further increase in investment in the distributive and service trades in 1970 and the possibility of some further rise in investment by the shipping industry.

The showing of the intentions surveys tends to be supported by the movement of other advance indicators of investment. New orders in the engineering industries from home customers, Industrial Development Certificate approvals for manufacturing industry and contractors' new orders for industrial building all rose in the range 5-7 per cent between the second half of 1968 and the first half of 1969. Industrial Development Certificates approvals showed a fall in the third quarter, and the provisional figures for home engineering orders in June and July also fell back. These series, however, show considerable erratic fluctuations; and certainly orders on hand are at a high level.

The main impetus to the growth of production in the period since devaluation has come from export demand, and that growth has therefore been heavily concentrated on manufacturing industry. Between the second half of 1967 and the first half of 1969, manufacturing output grew by 8½ per cent, about twice as fast as gross domestic product. The latest CBI Industrial Trends Survey has suggested that pressure on manufacturing capacity is higher, relative to the general level of activity in the economy, than past experience would have suggested. The level of vacancies in manufacturing has for some time also been higher, given the level of unemployment, than would have been expected. Within manufacturing, production in the engineering industries grew faster than manufacturing output between the last half of 1967 and the first half of 1969. With export orders on hand up by 20 per cent since the end of last year, however, and investment by manufacturing industry growing substantially in 1969 and 1970, it seems likely that shortages of capacity and skilled labour in certain sectors of engineering will persist.

Output per head in manufacturing industry is provisionally estimated to have risen by 4 per cent between the first half of 1968 and the first half of 1969. This points to a continuation of the advance in productivity evident in the preceding 12-month period, though at a slower rate; in the earlier period the rise was 7½ per cent. The pattern of productivity growth over the whole period from the first half of 1967 to the first half of 1969 is characteristic of an expansionary phase in output.

So far this year the number of workers affected by pay settlements has been lower than usual. In the nine months to September, just over 4 million manual workers were affected by increases in basic weekly rates, compared with a total of 6½ million workers last year. There were, however, no national agreements for the engineering and construction industries affecting basic pay in the first three quarters of this year; in the fourth quarter the number of workers affected is likely to be comparatively high because of settlements in the public sector and the implementation of the second stage of the current long-term pay agreement in the engineering industry.

Partly as a consequence of the modest number affected by settlements in the first nine months of this year, the index of hourly wage rates (not seasonally adjusted) rose by only 1¼ per cent between the first and third quarters of 1969 (and by 5 per cent between the third quarters of 1968 and 1969). The monthly index of average earnings in July and August taken together is provisionally estimated at 3 per cent above the level of the first quarter; it seems probable that wage drift has continued so far this year at around the same rate as in 1968.

Domestic credit (not seasonally adjusted) rose only slightly in the first six months of this financial year, with an expansion in the second quarter following the fall in the previous quarter. The public sector has had a net contractionary influence on domestic credit, mainly as a result of the strong surplus of the Central Government and large sales of Central Government debt to the non-bank private sector (the gilt-edged market continued strong in October). Against this, there was the expansionary influence of an increase in bank lending to private and overseas borrowers. The credit situation in forthcoming months will be affected by the decision to retain the import deposits scheme for a further period at a reduced rate of 40 per cent. The money supply also rose in the second quarter of the financial year, more than offsetting the fall in the previous quarter, although part of the rise seems to reflect purely end-quarter pressures.

In the banking month of October, advances (other than to the nationalised industries) by the London Clearing Banks rose by about £25 million. This included an appreciable rise in lending to local authorities and other exempt categories, and restricted lending

(Continued at foot of next page).

United Kingdom trade in October

Summary

THE VISIBLE TRADE BALANCE for October, seasonally adjusted, excluding United States military aircraft, was in surplus by £3 million. In the three months August-October, there was a surplus on average of £23 million a month compared with a deficit of £25 million a month in the three months May-July.

Exports in October, seasonally adjusted and before allowing for special influences affecting recording were £614 million f.o.b. Imports were £688 million c.i.f., seasonally adjusted and excluding United States military aircraft.

In the three months ended October, exports averaged £620 million a month, 7 per cent higher than the average of £579 million in the preceding three months. Imports averaged £679 million a month in the latest three months, little different from the average of £680 million in the three months May-July.

The surplus on invisibles is estimated by the Central Statistical Office to be running at about £40 million a month.

(*Continued on next page*)

†*See note (d)*

Table 1A. United Kingdom Trade

Seasonally adjusted — £ million per month

	Exports f.o.b.	Re-exports f.o.b.	Imports c.i.f.		Visible trade balance†
			Total	Excl. US military aircraft, etc.	
1967	419	15	536	533	- 46
1968	515	18	658	646	- 58
1967 1st quarter	447	16	526	524	- 10
2nd quarter	427	15	530	525	- 38
3rd quarter	421	16	519	515	- 26
4th quarter	381	15	571	566	-109
1968 1st quarter	500	18	647	641	- 60
2nd quarter	486	17	642	633	- 77
3rd quarter	529	19	666	653	- 51
4th quarter	544	19	678	657	- 44
1969 1st quarter	541	18	674	657	- 45
2nd quarter	569	21	698	676	- 32
3rd quarter	607	24	693	678	+10 p
May	567	20	689	658	- 14
June	597	23	717	699	- 24
July	572	24	707	685	- 37 p
August	630	24	686	669	+40 p
September	618 r	24	688 r	681 r	+25 p r
October p	614	22	700	688	+ 3 p
May-July	579	22	704	680	- 25 p
Aug.-Oct. p	620	23	691	679	+23 p

† Excluding transactions relating to US military aircraft financed by Exim Bank Credit. (See Notes). r Revised estimates.

Table 1B. Three-monthly averages (‡)

Seasonally adjusted values — £ million per month

1968 November	545	19	676	656	- 41
December	544	19	678	657	- 44
1969 January	552	19	675	650	- 26
February	539	18	670	651	- 42
March	541	18	674	657	- 45
April	536	19	681	665	- 60
May	551	20	685	665	- 43
June	569	21	698	676	- 32
July	579	22	704	680	- 25
August	600	24	703	684	- 7
September	607	24	693	678	+10
October	620	23	691	679	+23

(‡) Average of month shown and two preceding months. (See Note 2 (c)).

Table 1C.

Recorded values — £ million per month

	Exports f.o.b.	Re-exports f.o.b.	Imports c.i.f.	
			Total	Excl. US military aircraft, etc.
1967 1st quarter	444·8	15·4	535·5	535·4
2nd quarter	446·1	15·7	540·1	534·9
3rd quarter	395·0	14·7	507·8	504·1
4th quarter	390·4	15·9	560·3	555·9
1968 1st quarter	501·2	18·8	664·2	657·7
2nd quarter	503·0	17·0	645·6	637·1
3rd quarter	504·0	17·8	648·9	636·5
4th quarter	550·4	19·3	674·3	653·2
1969 1st quarter	533·5	18·9	686·1	669·0
2nd quarter	594·0	21·8	705·5	683·6
3rd quarter	584·7	23·5	676·2	660·6
August	571·3	22·8	646·8	629·2
September	573·5 r	21·4	645·7 r	638·5 r
October p	594·3	22·7	752·4	740·3

r Revised estimates

GENERAL ASSESSMENT, *continued*

fell a little. The combined liquidity ratio was unchanged at 29.9 per cent, still one or two points lower than normal for the time of year. Other banks, taken together, remained below their ceiling.

The October trade figures indicate that, even when allowance is made for special influences affecting the recording of exports, the underlying trend of exports continues strong; that imports have remained steady; and that the current account of the balance of payments continues to be in substantial surplus.

Exports in October, before allowing for special influences affecting recording, were £614 million f.o.b.; imports were £688 million c.i.f., excluding United States military aircraft. In the three months ended October, exports averaged £620 million a month, 7 per cent higher than the average of £579 million in the preceding three months. Imports averaged £679 million in the three months May-July.

The visible trade balance for October, excluding United States military aircraft, was in surplus by £3 million. In the three months August-October, there was a surplus on average of £23 million a month compared with a deficit of £25 million a month in the three months May-July. The surplus on invisibles is estimated to be running at about £40 million a month.

UK TRADE IN OCTOBER, *continued*

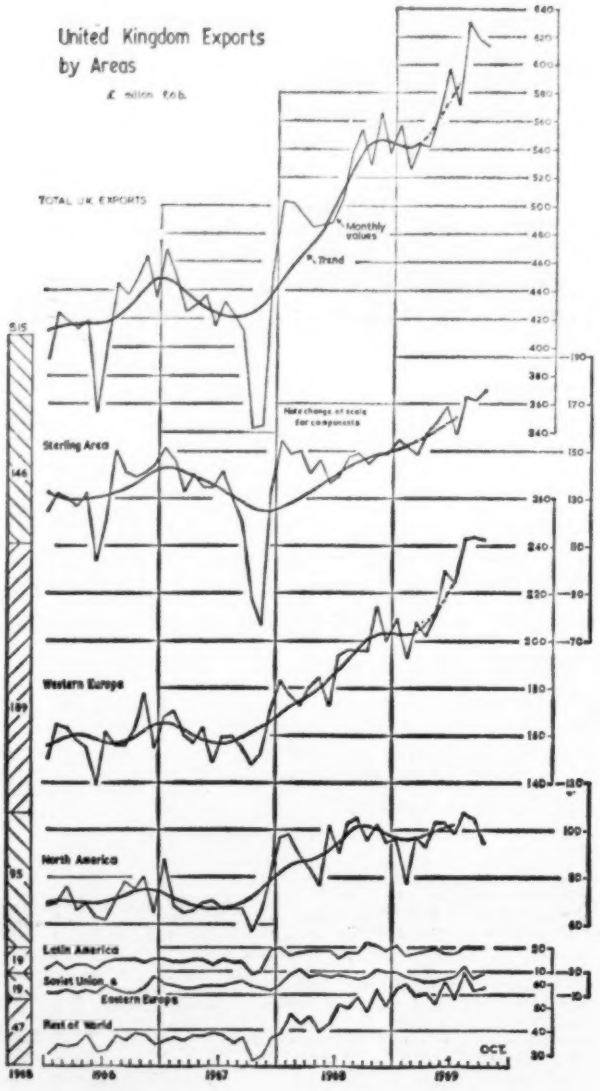


Table 2. United Kingdom Exports: Areas †

Seasonally adjusted — £ million f.o.b. per month

	Total	Sterling Area	Western Europe			North America	Latin America	Soviet Union & Eastern Europe	Rest of World
			Total	EEC	EFTA				
1968	515	146	189	100	71	95	19	19	47
4th quarter	544	147	203	109	75	98	21	20	52
1969 1st quarter	541	152	203	108	78	89	18	18	58
2nd quarter	569	163	214	111	83	99	19	16	56
3rd quarter	607	168	237	122	91	104	20	19	58
August	630	173	243	124	97	107	20	22	65
September	618	172	244	127	90	105	20	17	57
October p	614	176	243	124	94	95	20	19	58
May-July	579	163	222	115	85	102	19	17	56
Aug.-Oct. p	620	174	244	125	94	102	20	19	60

† Figures for Burma and Rhodesia are included with those for the 'Rest of the World'.

These latest trade figures, when allowance is made for special influences affecting the recording of exports, indicate that the underlying trend of exports continues strong, while imports have remained steady, and that the current account of the balance of payments continues to be in substantial surplus.

Exports

Exports in October, valued at £614 million, seasonally adjusted, continued at a high rate, close to the total of £618 million in September.

In the three months August to October, exports were £620 million a month, seasonally adjusted, 7 per cent above the rate of £579 in the three months May to July. Part of this increase is attributable to special influences affecting the recording of exports but if allowance is made for these factors (see Note 2(d)) it is still the case that the underlying trend has continued to rise strongly in recent months.

EXPORTS f.o.b.

Seasonally adjusted — (£m. a month)

	Month	Three-month average
1969		
February	524	539
March	543	541
April	542	536
May	567	551
June	597	569
July	572	579
August	630	600
September	618	607
October	614	620

Exports to Western Europe rose by 10 per cent (before allowing for special factors) between the latest two periods of three months. The strong rise in exports to the EFTA countries has continued and there has been a substantial increase in deliveries to the EEC. Exports to North America were maintained at the somewhat inflated rate of the previous three months, when there were some shipments delayed from earlier in the year. Exports to the sterling area increased markedly, with the increase widely spread by market. Elsewhere there were moderate increases.

In the commodity pattern of exports, the marked upturn in machinery has continued and in the latest three months shipments were 9 per cent higher than in the previous three months. There was a rise of 4 per cent in exports of road motor vehicles, but 'other transport equipment', which includes the erratic figures for ships and aircraft, fell by 12 per cent (or £4 million a month). Exports of most other manufactured comodities grew strongly.

Imports

Imports in October were £688 million (seasonally adjusted and excluding United States military aircraft); the total inclusive of these aircraft was £700 million. The increase of £7 million compared with September reflected fluctuations in some of the more variable classes of imports. Imports of finished manufactures mainly on account of an unusually high figure for arrivals of ships, were £10 million higher and there was a similar increase in fuels. Imports of food, however, fell back after the previous sharp rise.

IMPORTS c.i.f.
Excluding US military aircraft, etc.

Seasonally adjusted — (£m. a month)

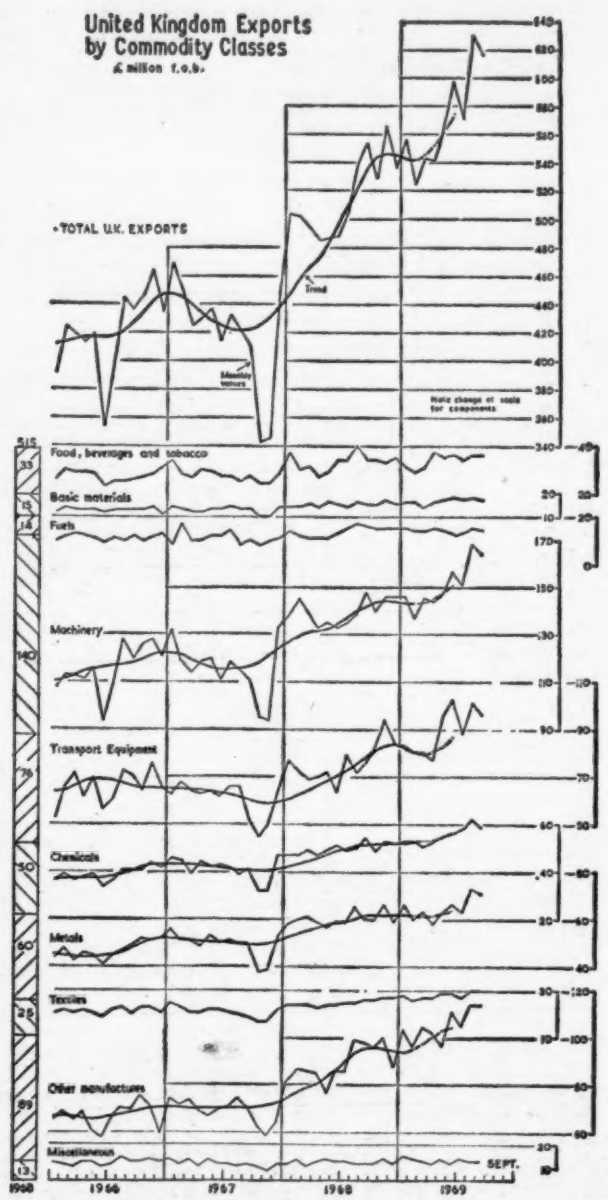
	Month	Three-month average
1969		
February	655	651
March	665	657
April	673	665
May	658	665
June	699	676
July	685	680
August	669	684
September	681	678
October	688	679

Over the last three months, imports averaged £679 million a month (excluding United States military aircraft), practically unchanged from the average of £680 million in the previous three months. This was despite a further small rise in import prices, the volume having eased back a little.

In the commodity pattern of trade, the main changes between May-July and August-October were a reduction of £12 million a month (7 per cent) in the value of arrivals of food, beverages and tobacco, in which the return of tobacco imports to a more normal level was an important factor; an increase of £4 million a month in imports of industrial materials, largely owing to higher prices of semi-manufactures, and a rise of £6 million in imports of finished manufactures, mainly consisting of machinery and some consumer goods.

In the area pattern of imports, arrivals from North America and from the Soviet Union and Eastern Europe were lower in the three months August-October than in May-July but imports from other main areas increased.

It is announced by HM Customs that gross receipts of import



deposits in October were £109 million; repayments during the month totalled £101 million.

Other factors in the trade balance

The net adjustments made to the trade account figures in order to derive the visible trade balance (see Note 2(a)) returned to a more normal credit of £25 million in October from the exceptionally high figure of £64 million in September. This was mainly on account of ships built and delivered abroad to United Kingdom owners which increased from the low figure in September.

Visible trade balance

VISIBLE TRADE BALANCE

Seasonally adjusted (£m. a month)

	Month	Three-month average
1969		
February	- 65	- 42
March	- 55	- 45
April	- 59	- 60
May	- 14	- 43
June	- 24	- 32
July	- 37	- 25
August	+40	- 7
September	+25	+10
October	+ 3	+23

The visible trade balance in October was in surplus by £3 million, seasonally adjusted and excluding United States military aircraft. This, together with the surpluses of £40 million in August and £25 million (revised figure) in September, resulted in an average surplus of £23 million a month in the last three months, a substantial turnround compared with an average deficit of £25 million a month in the three months May-July.

No adjustment has been made in the foregoing caculation or in the tables for the net under-recording of exports or for other influences affecting recording (described in Note 2(d)). If allowance is made for the combined effect of these factors affecting recording, the improvement in the visible balance between the last two periods of three months remains substantial, from an average deficit of £15 million a month in May-July to a surplus of £12 million a month in August-October.

Current account

In addition to visible trade, the current account of the balance of payments includes net invisible earnings. The surplus on invisibles has risen substantially over the last few years but there are considerable variations from one period to another. For the first half of this year it averaged £50 million a month, and in the year to June 1969 it averaged a little over £40 million a month and is estimated by the Central Statistical Office to be currently running at about £40 million a month.

The third element making up the full current account is the payment for United States military aircraft. These payments, which differ from the value of arrivals, averaged £9 million a month in 1968, £11 million a month in the first quarter of this year, £5 million in the second quarter and £1 million a month in the third quarter. In October the figure was £4 million. The payments have been made largely out of corresponding loans from the Export Import Bank which are included as a credit in the capital account of the balance of payments.

(*Continued on next page*)

Table 3. United Kingdom Exports: Commodity classes

Seasonally adjusted values

£ million f.o.b. per month

	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous
						Machinery and transport equipment								
					Total	Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals & misc. metal manufactures	Textiles	Other manufactures	
1968	515	33	15	14	440	216	140	55	21	50	60	25	89	13
4th quarter	544	34	16	15	463	229	144	57	29	51	61	27	93	13
1969 1st quarter	541	30	15	14	468	222	143	62	21	52	63	27	101	14
2nd quarter	569	36	17	14	489	241	149	66	25	55	62	28	103	13
3rd quarter	607	35	17	14	528	259	161	70	23	59	69	29	111	13
August	630	36	18	15	550	271	168	72	27	62	73	30	114	13
September	618	36	17	14	537	262	164	71	21	59	71	30	114	13
October p	614	37	18	16	526	251	161	68	23	64	73	30	107	14
May-July	579	35	17	13	500	248	151	68	27	56	64	28	104	13
August-October p	620	36	18	15	538	261	164	71	23	62	72	30	112	13

UK TRADE IN OCTOBER, *continued*

NOTES:

1. Detailed particulars of United Kingdom imports, exports and re-exports will be published on November 27†, and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade‡ for December, due to be published on or about December 29.

2. (a) **Visible trade balance**

The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading.

In order to derive the figure for the visible trade balance, it is necessary to make a number of adjustments to the export and import figures as recorded in the monthly Trade Accounts. Some are adjustments to the valuation, the principal of which is the deduction from the import figure in the Trade Accounts of freight and insurance costs. The other type of adjustment relates to coverage, either to bring in certain items which are not in the Accounts (for example on the import side ships built and delivered abroad direct to United Kingdom owners) or to remove some items which are in the Accounts (mainly returned goods and goods for processing and repair). In 1968 the total net adjustments made on account of these factors produced a monthly average credit of £56 million in the final balance; but there are fluctuations from month to month.

(b) Purchases of United States military aircraft

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends*.

(c) Thee-monthly averages of trade figures

The sequence of individual monthly figures, even when seasonal influences have been allowed for, is usually too variable to give a satisfactory indication of the underlying trend. One simple method of securing a better guide to underlying movements is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1B and are referred to in the commentary on the figures. The averages are still sensitive to irregular movements in the monthly figures and to

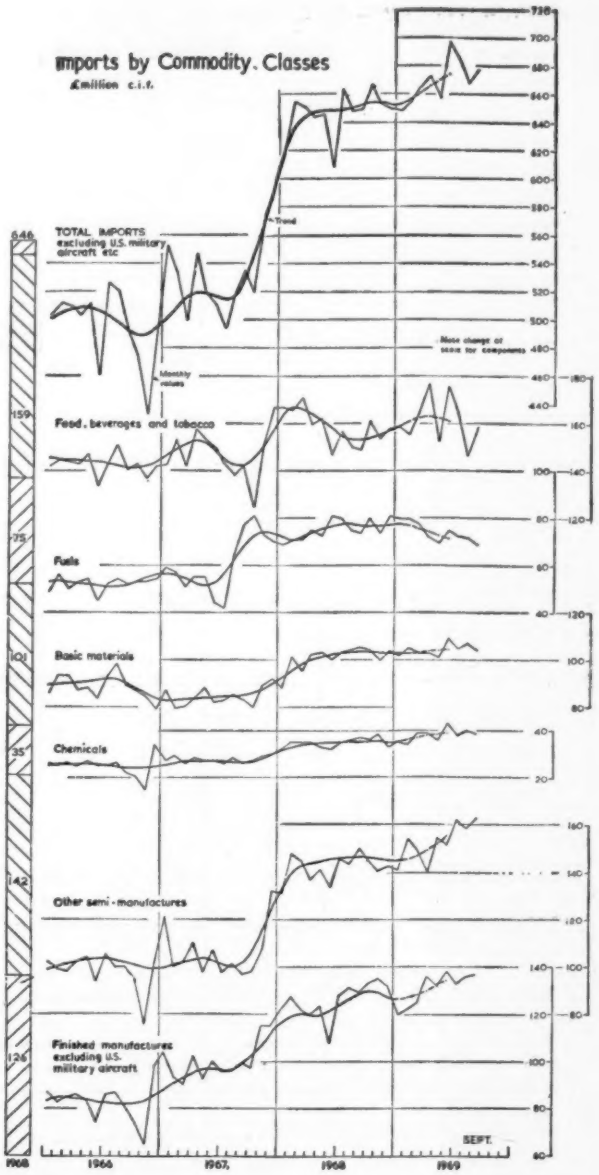
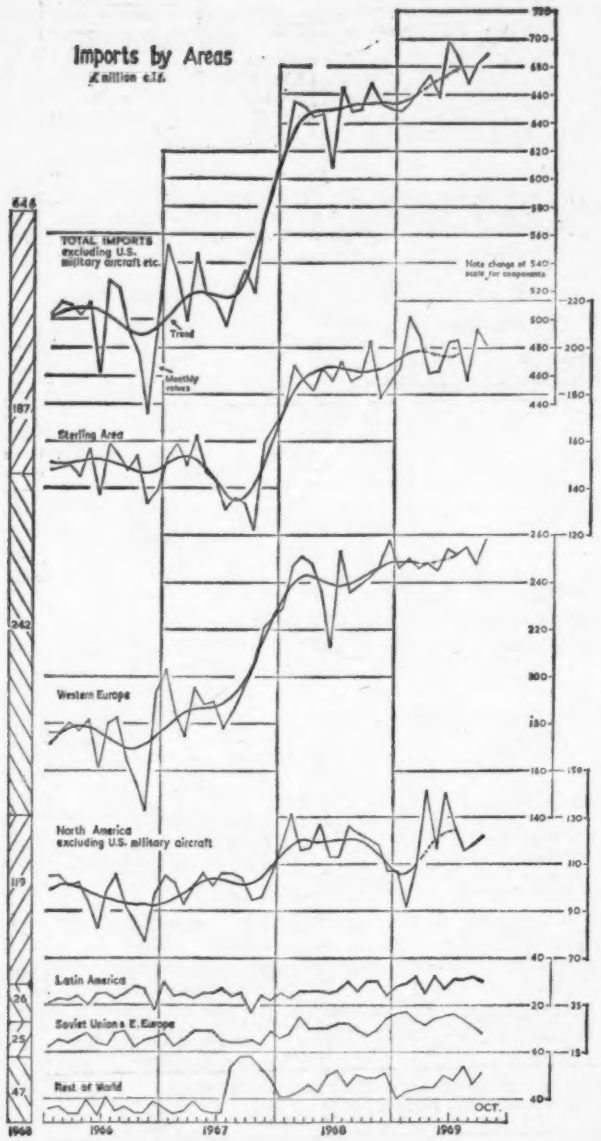


Table 4. Imports: Commodity classes.

Seasonally adjusted

£ million c.i.f. per month

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1968	658	646	159	75	278	101	35	142	138	126	9
4th quarter	678	657	158	78	281	103	35	143	155	133	7
1969 1st quarter	674	657	160	79	287	103	36	148	140	123	7
2nd quarter	698	676	168	73	291	103	39	148	158	136	7
3rd quarter	693	678	157	71	304	105	39	160	151	136	7
August	686	669	147	72	305	107	40	159	153	136	7
September	688	681	159	69	306	104	39	163	144	137	7
October p	700	688	153	79	299	109	39	151	159	147	7
May-July	704	680	165	72	300	105	39	157	158	134	7
August-October p	691	679	153	73	304	107	39	158	152	140	7



special influences, though they are markedly less variable than the monthly figures. More elaborate estimates of trend can be constructed, but the three-monthly averages gives a quite good short-term guide and has the merit of simplicity.

(d) Under-recording of exports

As explained in the article on under-recording of exports in the *Board of Trade Journal* of September 10, 1969, action is being taken by HM Customs to improve the documentation. Estimates for the net under-recording have been made for past and current months. A direct measure of these allowances, providing a check on the present estimates, will be possible when the results of the first checks on documentation by HM Customs, beginning with sailings in August, become available; there have been rather longer delays than expected in obtaining information from traders and the material from these checks is not yet sufficiently complete to permit an assessment. As was to be expected, the action taken has led to increases in the lodgement of documents, arising in three main respects.

In the first place, there is believed to have been a gradual reduction in the underlying net under-recording of exports. This was estimated to have been about £10 million in July, £8 million in August, and £5 million in September; it is estimated to have been lower again in October, at a level which can now be disregarded. The extent to which documents are now not being lodged is estimated to be at a rate where it is largely offset by some over-valuation in documents received. The basis of values declared on documents is now the subject of a continuing check, on a sample basis, by HM Customs beginning with documents lodged at the end of August.

Secondly, some documents have been lodged belatedly from earlier periods which have already been taken into account in the estimates of under-recording for earlier months and should not be counted twice. While this was a significant factor during the third quarter, in October it fell to a negligible scale. Thirdly, some documents are being submitted more promptly; this speeding up in documentation which, while in progress, adds to the normal flow of documents, is only a change in the process of recording and does not reflect a corresponding movement in the trend of either shipments or payments. These latter two effects, which are temporary, are difficult to quantify but, taken together, they have been tentatively estimated to have been of the order of £5 million in July, £15 million in August and £20 million in September, and to have declined to about £10 million in October.

If allowance is made for the combined effects of all three factors affecting the recording of exports, the estimated net adjustment is an addition of £5 million to the July export total and deductions from the August, September and October figures of £7 million, £15 million and £10 million respectively (a corresponding adjustment for the second quarter would be an addition of £12 million a month). The effect of these influences needs to be taken into account in assessing the underlying trends of both exports and the visible trade balance.

†Accounts relating to the Overseas Trade of the United Kingdom, October 1969, HMSO price 30s., by post 32s.
‡Report on Overseas Trade, published by HMSO, price 5s., by post 5s. 5d. Annual subscription £3 6s., including postage.

Table 5. Imports Areas †

Seasonally adjusted

£ million c.i.f. per month

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1968	658	646	187	242	131	119	26	25	47
4th quarter	678	657	189	249	137	116	28	25	50
1969 1st quarter	674	657	204	248	120	103	30	30	42
2nd quarter	698	676	194	249	154	132	28	27	47
3rd quarter	693	678	201	251	136	121	31	28	49
August	686	669	186	255	133	116	31	29	54
September	688	681	208	248	126	119	32	26	46
October p	700	688	201	259	134	122	30	23	51
May-July	704	680	198	250	151	127	30	30	48
August-October p	691	679	199	254	131	119	31	26	50

† Figures for Burma and Rhodesia are included with those for the 'Rest of the World'.

United Kingdom trade in the third quarter

Provisional figures for United Kingdom trade in September were published on October 13, *and an article appeared in the* JOURNAL *dated October* 22; *this article provides a more detailed analysis of trends. An article on prices and volume appears on page* 1387 *in this issue and the figures for October on page* 1361.

SUMMARY

IN THE THIRD QUARTER exports continued to rise strongly. At the same time, imports were little changed from the level in the second quarter, despite higher prices. These trends have resulted in a marked improvement in the visible trade balance, which moved from substantial deficit in the second quarter to a surplus in the third quarter. With the surplus on invisibles estimated by the Central Statistical Office to be running at about £40 million a month, the current account of the balance of payments was in substantial surplus in the third quarter.

Exports

Exports in the third quarter were £607 million a month, seasonally adjusted, 7 per cent higher than the rate of £569 million in the preceding quarter. If allowance is made for special influences affecting the recording of exports (see footnote 2 (d)), it is clear nevertheless that the underlying trend was strongly upwards. There was a particularly marked increase in exports to Western Europe.

Since the beginning of the year, when there was a pause in exports, partly on account of the dock strikes in the United States, the rate of exports has increased very substantially. Taking the first nine months of the year as a whole, exports were 14 per cent higher in value than in the same period of 1968. (Though recent figures have been inflated by factors affecting documentation, exports last year were affected to a greater extent by the inclusion of shipments delayed by dock strikes in the United Kingdom late in 1967, so that this comparison understated a little the rate of increase.) The volume of exports was 10 per cent higher and prices 4 per cent higher, most of the rise in prices occurring last year. Compared with the first nine months of 1967 exports this year have been 33 per cent higher in value.

The rise in exports this year reflects the rapid expansion in world trade (figures are available so far for the first half year). But the continuing competitive advantage bestowed by the 1967 devaluation is also an important factor; export prices in the third quarter, expressed in terms of dollars, were still 5 per cent below their level in October 1967. Our share of world trade in manufactures* in the first half year was maintained at about the same as in the second half of 1968, whereas in the past, prior to devaluation, our share usually fell sharply at times when world trade was increasing particularly fast.

The main impetus behind this year's expansion in world trade has been the strength of demand in continental Europe and our exports to Western Europe in the first nine months of the year reflect this growth. By value United Kingdom exports to this market rose by 19 per cent compared with the first three quarters of 1968; the increases were substantial to both the EEC and the EFTA group of countries. Between the second and third quarters of the year the upward trend in imports to Western Europe was very marked.

Shipments to the sterling area have grown some what less strongly; the increase between the first nine months of the year and the same period of 1968 was 11 per cent. In the third quarter the rise in deliveries was mostly concentrated in the developing sterling countries.

Exports to North America were 4 per cent higher in the first nine months of the year compared with the same period of 1968. This relatively modest increase is to a considerable extent a reflection of the high figures last year when the third quarter included shipments brought forward in anticipation of the dock strikes in the United States; when also deliveries of aircraft engines for incorporation in military aircraft to be purchased by the United Kingdom were at a much higher rate than this year.

In the commodity pattern, exports of machinery increased by 9 per cent in the first three quarters of the year compared with the

*Exports of manufactures by the 12 main manufacturing countries.

United Kingdom trade

Table 1A
Seasonally adjusted values — £ million per month

	Exports f.o.b.	Re-exports f.o.b.	Imports c.i.f.		Visible trade balance†
			Total	Excl. US military aircraft, etc.	
1967	419	15	536	533	– 46
1968	515	18	658	646	– 58
1967 1st quarter	447	16	526	524	– 10
2nd quarter	427	15	530	525	– 38
3rd quarter	421	16	519	515	– 26
4th quarter	381	15	571	566	–109
1968 1st quarter	500	18	647	641	– 60
2nd quarter	486	17	642	633	– 77
3rd quarter	529	19	666	654	– 51
4th quarter	544	19	678	657	– 44
1969 1st quarter	541	18	674	657	– 45
2nd quarter	569	21	698	676	– 32
3rd quarter	607	24	693	678	+10 p
April	542	21	690	673	– 59
May	567	20	689	658	– 14
June	597	23	717	699	– 24
July	572	24	707	685	– 37 p
August	630	24	686	669	+40 p
September	618	24	688	681	+25 pr
April-June	569	21	698	676	– 32
July-Sept.	607	24	693	678	+10 p

† Excluding transactions relating to US military aircraft financed by Exim Bank credit. (See Notes.)

Table 1B. Three-monthly averages (‡)
Seasonally adjusted values — £ million per month

1968 October	537	19	667	655	– 44
November	545	19	676	656	– 41
December	544	19	678	657	– 44
1969 January	552	19	675	650	– 26
February	539	18	670	651	– 42
March	541	18	674	657	– 45
April	536	19	681	665	– 60
May	551	20	685	665	– 43
June	569	21	698	676	– 32
July	579	22	704	680	– 25
August	600	24	703	684	– 7
September	607	24	693	678	+10

(‡) Average of month shown and two preceding months.

first nine months of last year; there was a particularly strong increase between the second and third quarters of the year. Road motor vehicle exports continued to grow, and in the first nine months of the year were 22 per cent higher than in the first three quarters of 1968. In spite of low deliveries in the first quarter, exports of ships and aircraft in the first nine months were well above the level of the same period last year. There was substantial growth in most other commodity groupings.

Imports

Imports this year have continued to rise relatively slowly, with such increase as has occurred mainly the result of higher import prices. In the third quarter imports averaged £678 million a month (seasonally adjusted, excluding United States military aircraft), only £2 million a month more than in the second quarter, despite a continued rise in import prices, which increased by a further 1 per cent. In volume terms imports were slightly less than in the second quarter which period, however, included some arrivals delayed by the United States dock strikes in the early part of the year. Comparing the third quarter with the first half of the year, when imports averaged £666 million a month, about two-thirds of the rise of £12 million a month (2 per cent) was on account of higher prices. The rising level of import prices since the beginning of this year is mainly due to higher world commodity prices, particularly of copper and other non-ferrous metals and to a lesser extent to other industrial materials and foodstuffs.

In the first nine months of 1969, the value of imports was 4 per cent higher than in the corresponding period of 1968. Between these two periods, the greater part of the increase reflected higher import prices, while the volume of arrivals rose by less than 1 per cent, despite the growth of domestic activity. The import deposit scheme and the general tightening of credit facilities seem to have been factors in the practically unchanged volume of imports since last year. Compared with the first nine months of 1967 the value of imports this year was 29 per cent higher.

Imports of food, beverages and tobacco have shown a steady decline from the level in the first quarter of the year, after allowing for the distortions resulting from the United States dock strikes, especially to arrivals of tobacco. The value of imports of food in the third quarter was rather more than 3 per cent below its average level in the first half year. Prices, as measured by the unit value index for these commodities have continued to rise (by some 2 per cent since the beginning of this year) but there has been a significant decrease in the volume of these imports. Imports of beverages have varied only slightly during the year. Imports of tobacco returned to a more normal level in the third quarter after the erratic pattern of arrivals earlier in the year.

Imports of fuels in the third quarter were slightly less than in the second quarter; there was a marginal increase in volume but the unit value index decreased a little.

The value of imported basic materials, after remaining steady for a year, rose by nearly 2 per cent in the third quarter. During that period, however, the price index for this group of commodities has risen steadily but the increase had until the third quarter been fully offset by a decline in the volume imported.

Imports of semi-manufactures in the third quarter continued the strong growth shown over the past year, and were 6 per cent higher than in the second quarter. An increase in volume accounted for a little over half of this rise and higher prices the remainder. The value of imports of chemicals continued unchanged in the third quarter but there was a slight rise offset by a decrease in volume. Imports of other semi-manufactures, on the other hand, increased by 8 per cent in value. About half of the rise was in volume and prices were nearly 4 per cent higher, mainly on account of higher prices for iron and steel and non-ferrous metals, especially copper.

Imports of finished manufactures (excluding United States military aircraft) were unchanged from the high second quarter figure, which was inflated by arrivals delayed by the United States dock strikes. The unit value index for these imports was a little higher than in the second quarter but the volume fell slightly. Of the components in this group of imports, arrivals of transport equipment were £4 million a month lower, with other finished manufactured articles on balance higher.

The most significant changes in the area pattern of trade between the second and third quarters were an increase of £7 million a month (4 per cent) in imports from the sterling area and a decrease of £11 million (8 per cent) in arrivals from North America. Imports from Western Europe continued their slow growth, while arrivals from the Soviet Union and Eastern Europe were little changed. The value of imports from Latin America was sharply higher in the third quarter, due at least in part to the increase in the price of copper imports from Chile. Imports from the 'rest of the world' group of countries also showed a marked rise.

Visible trade balance

The visible trade balance in the third quarter showed a surplus averaging £10 million a month, seasonally adjusted and excluding United States military aircraft, compared with deficits of £45 million in the first quarter and £32 million in the second quarter.

No adjustment has been made in the foregoing calculation or in the tables for the net under-recording of exports or for other influences affecting recording (see footnote 2 (d)). If allowance is made for the combined effect of these factors affecting recording the improvement

(Continued on next page)

Table 1C
Recorded values — £ million per month

	Exports f.o.b.	Re-exports f.o.b.	Imports c.i.f.	
			Total	Excl. US military aircraft, etc.
1967 1st quarter	444·8	15·4	536·5	535·4
2nd quarter	446·1	15·7	540·1	534·9
3rd quarter	395·0	14·7	507·8	504·1
4th quarter	390·4	15·9	560·3	555·9
1968 1st quarter	501·2	18·8	664·2	657·7
2nd quarter	503·0	17·0	645·6	637·1
3rd quarter	504·0	17·8	648·9	636·5
4th quarter	550·4	19·3	674·3	653·2
1969 1st quarter	533·5	18·9	686·1	669·0
2nd quarter	594·0	21·8	705·5	683·6
3rd quarter	584·7	23·5	676·2	660·6
July	609·0	25·5	746·5	725·6
August	571·3	22·8	646·8	629·2
September	573·5	21·4	645·7	638·5

Table 1D. Changes in value, volume and unit values of exports and imports
Seasonally adjusted except Unit Values — monthly averages

	Exports f.o.b.			Imports c.i.f. excluding US military aircraft, etc.			Terms of trade§
	Value	Volume Index	Unit Value Index	Value	Volume Index	Unit Value Index	
	£m.	1961=100		£m.	1961=100		1961=100
1967							
1st qtr.	447	*129*	*114*	524	*132*	*108*	*105*
2nd qtr.	427	*123*	*114*	525	*133*	*107*	*106*
3rd qtr.	421	*119*	*115*	515	*126*	*108*	*106*
October	—	—	*116*	—	—	*110*	*105*
4th qtr.	381	*106*	*116*	566	*134*	*113*	*103*
1968							
1st qtr.	500	*135*	*121*	641	*144*	*120*	*101*
2nd qtr.	486	*130*	*123*	633	*141*	*121*	*102*
3rd qtr.	529	*139*	*125*	654	*144*	*122*	*103*
4th qtr.	544	*141*	*126*	657	*144*	*123*	*102*
1969							
1st qtr.	541	*139*	*127*	657	*142*	*124*	*103*
2nd qtr.	569	*146*	*127*	676	*146*	*125*	*102*
3rd qtr.	607	*156*	*128*	678	*145*	*127*	*101*
% increase 3rd Oct. 67 Qtr. 1969	—	—	*11*	—	—	*15*	*- 4*

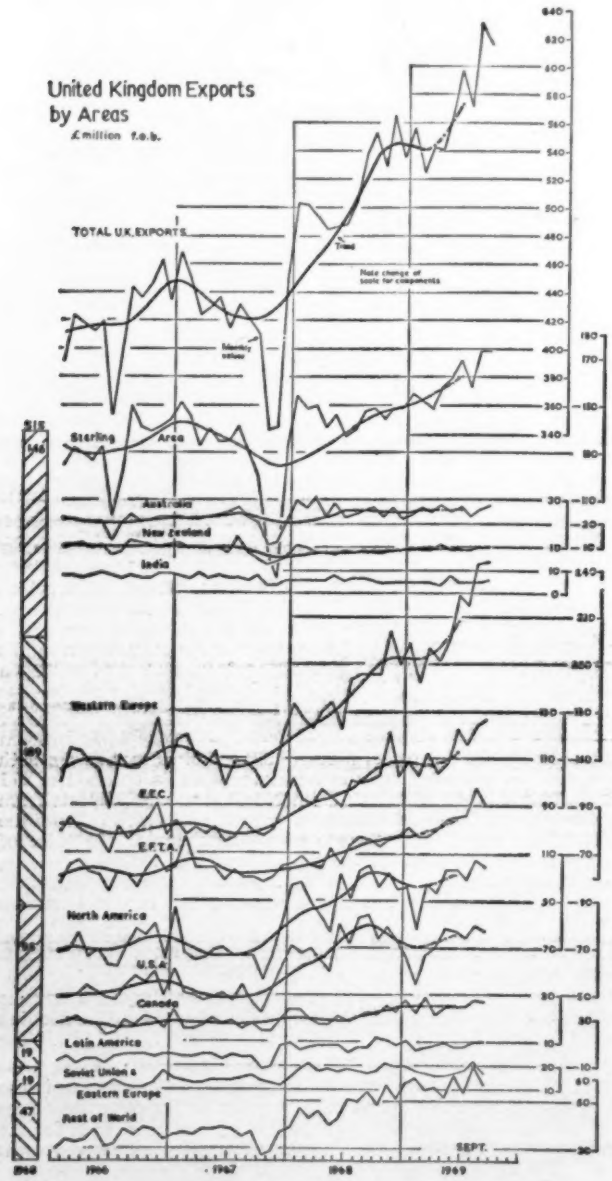
(§) Export Unit Value Index as percentage of the Import Unit Value Index.

UK TRADE, *continued*

in the visible balance between the second and third quarters remains very substantial, from an average deficit of £20 million a month in the second quarter to a surplus of £4 million a month in the third.

In addition to visible trade, the current account of the balance of payments includes net invisibles and payments for United States military aircraft. The latter averaged £9 million a month in 1968 and in the third quarter they were quite low, at an average of £1 million a month.

The surplus on invisibles has risen substantially over the last few years but there are considerable variations from one period to another. For the first half of this year the surplus averaged £50 million a month, and in the year to June 1969 it averaged a little over £40 million a month and is provisionally estimated by the Central Statistical Office to be currently running at about £40 million a month.



AREA PATTERN OF EXPORTS

Most main markets have shown further growth in the third quarter with especially strong increases to both the EEC and EFTA countries in recent months. The recent growth only partly reflects some speeding up in the documentation of exports. While the factor has affected comparisons of changes in exports in recent months for the main areas, it will have played only a relatively small part in comparisons of the growth between the first three quarters of 1968 and of this year, which forms the main basis of the following area and commodity analyses. The distortion to the flow of exports to North America, caused by the dock strikes in the United States early this year, also affects the comparison of recent trends for that market but this is less serious for the comparison between the first three quarters of the two years.

Western Europe

Economic activity in continental Europe, and particularly in the EEC has been expanding vigorously, with many economies operating at or near capacity limits. As a result the demand for imports from all sources has been strong and United Kingdom exports to this market, after a pause in the first quarter of the year mainly due to the low level of deliveries of ships and aircraft, have increased faster than to other destinations.

In the first nine months, exports to Western Europe rose by 19 per cent compared with the same period of 1968. Deliveries to the EEC rose by 18 per cent over the same period, the increase in the third quarter of this year being especially strong. There was a marked increase in exports of machinery to every country in the EEC.

The devaluation of the French franc by 11 per cent in August would have had little initial impact on the rate of French imports, which have grown very steeply over the past year. United Kingdom exports to France increased by 29 per cent in the first nine months of the year compared with the same period of last year. This was the largest increase to any of the common market countries. Exports of non-electrical machinery to France rose by 26 per cent and transport equipment by 37 per cent.

Exports to Italy increased by 19 per cent between the first nine months of this year and the same period of 1968; deliveries of electrical machinery especially showed a very large increase (79 per cent). Deliveries to Belgium and to the Netherlands have also risen markedly, with strong continued growth in the third quarter. Exports to Belgium, over a third of which consist of diamonds, rose by 17 per cent between the first three quarters of 1968 and 1969. There was an increase in exports to the Netherlands of 15 per cent between these two periods in which exports of scientific instruments more than doubled, but exports of transport equipment fell by 16 per cent.

Exports to Germany rose by 11 per cent in the first three

Table A. United Kingdom exports: areas (†)

Seasonally adjusted values — £ million f.o.b. per month

	1968			1969						
	Year	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	July	Aug.	Sept.	2nd qtr.	3rd qtr.
STERLING AREA	146	146	147	152	163	158	173	172	163	168
Australia	26	26	24	26	27	23	26	28	27	26
New Zealand	9	8	8	9	10	9	10	10	10	10
India	6	6	5	5	6	5	5	6	6	5
Republic of South Africa	22	23	21	22	24	22	26	25	24	24
Irish Republic	22	23	25	24	26	26	28	25	26	26
WESTERN EUROPE	189	195	203	203	214	225	243	244	214	237
EEC	100	101	109	108	111	116	124	127	111	122
EFTA	71	76	75	78	83	86	97	90	83	91
Other	18	17	20	20	20	22	21	24	20	22
NORTH AMERICA	95	99	98	89	99	99	107	105	99	104
USA and Dependencies	73	80	75	63	75	74	79	78	75	77
Canada	22	21	24	27	24	25	28	27	24	27
LATIN AMERICA	19	17	21	18	19	18	20	20	19	20
SOVIET UNION AND EASTERN EUROPE	19	18	20	18	16	18	22	17	16	19
REST OF WORLD	47	51	52	58	56	54	65	57	56	58
TOTAL	515	519	544	541	569	572	630	618	569	607

†) Figures for Burma and Rhodesia are included with the 'Rest of the World'.

quarters of the year compared with the corresponding period of 1968. This was the smallest increase to any Common Market country in spite of the booming economic conditions, due in part to a fall in deliveries of ships from £10 million in the first nine months of 1968 to about £1 million in the same period of this year and also to a fall in cereal exports from about £9 million to

(*Continued on next page*)

Table 2

United Kingdom exports by areas and countries: Sterling Area

quarterly totals

seasonally adjusted figures are in brackets

percentage increase on a year earlier in italics £ million f.o.b.

	1st quarter 1969		2nd quarter 1969		3rd quarter 1969	
COMMONWEALTH EUROPE	11·7	*9*	12·5	*20*	12·9	*23*
Cyprus	5·5	*10*	5·5	*19*	5·9	*24*
OTHER WESTERN HEMISPHERE	24·6	*– 1*	28·3	*15*	31·9	*41*
Jamaica	7·0	*2*	8·3	*23*	8·6	*27*
Trinidad	5·5	*–10*	6·1	*6*	5·6	*8*
AUSTRALASIA & PACIFIC	105·9	*–12*	112·0	*12*	113·2	*6*
Australia	76·5 [77]	*–14*	77·7 [80]	*6*	80·6 [77]	*1*
New Zealand	27·3 [28]	*– 3*	30·4 [29]	*24*	30·3 [29]	*21*
COMMONWEALTH ASIA	76·7	*– 4*	83·5	*8*	82·5	*15*
India	15·5 [16]	*–14*	18·6 [17]	*–12*	15·3 [16]	*–11*
Pakistan	12·6	*7*	13·3	*20*	12·1	*35*
Ceylon	6·8	*23*	6·9	*62*	9·0	*35*
Malaysia	10·2	*–22*	11·8	*– 7*	11·5	*7*
Singapore	10·0	*–12*	11·9	*23*	12·4	*33*
Hong Kong	20·8	*8*	20·2	*11*	21·7	*20*
COMMONWEALTH WEST AFRICA	31·3	*17*	31·6	*30*	31·0	*28*
Sierra Leone	2·9	*41*	3·4	*35*	3·4	*25*
Ghana	8·8	*– 6*	8·5	*13*	8·6	*11*
Nigeria	18·8	*32*	19·0	*39*	18·6	*41*
OTHER COMMONWEALTH AFRICA	29·6	*–15*	35·6	*11*	28·6	*—*
Zambia	8·5	*–12*	9·2	*– 6*	8·2	*3*
Malawi	1·6	*–12*	2·1	*16*	1·6	*–21*
Tanzania	4·5	*–12*	4·3	*– 8*	4·1	*– 8*
Kenya	10·6	*–22*	15·5	*38*	10·6	*1*
Mauritius	1·2	*–30*	1·2	*–20*	1·2	*–11*
COMMONWEALTH MIDDLE EAST	9·1	*–15*	12·2	*64*	11·5	*43*
Bahrain	2·3	*–31*	3·3	*27*	3·3	*60*
NON-COMMONWEALTH MIDDLE EAST	24·1	*17*	30·2	*34*	31·4	*75*
Libya	8·1	*—*	13·9	*46*	11·2	*38*
Jordan	4·3	*106*	4·1	*57*	3·7	*172*
Southern Yemen	1·3	*–48*	1·7	*–23*	2·2	*24*
Kuwait	9·1	*27*	9·4	*27*	12·6	*106*
OTHER STERLING AREA	137·9	*11*	154·6	*21*	149·7	*11*
Irish Republic	69·8 [71]	*27*	81·4 [79]	*32*	77·0 [79]	*15*
Iceland	1·1	*–13*	1·3	*–26*	1·7	*–12*
Republic of South Africa	66·6 [65]	*– 1*	71·7 [71]	*12*	70·3 [73]	*8*
South West Africa	0·4	*–19*	0·2	*–44*	0·6	*361*
TOTAL STERLING AREA	**450·9** [457]	*—*	**500·5** [489]	*17*	**492·7** [503]	*16*

Table 2 – continued

United Kingdom exports by areas and countries. Non-Sterling Area

quarterly totals

seasonally adjusted figures are in brackets

percentage increase on a year earlier in italics £ million f.o.b.

	1st quarter 1969		2nd quarter 1969		3rd quarter 1969	
NORTH AMERICA	245·2 [268]	*– 6*	315·2 [298]	*15*	308·7 [311]	*3*
Canada	71·9 [80]	*17*	80·2 [72]	*25*	77·8 [80]	*30*
United States & Deps.	173·2 [188]	*–13*	235·1 [226]	*12*	230·9 [231]	*– 3*
WESTERN EUROPE	620·7 [609]	*13*	687·2 [642]	*21*	667·5 [712]	*24*
EFTA (including Finland)	234·0 [234]	*15*	267·2 [249]	*24*	257·6 [273]	*22*
Finland	20·6	*22*	26·8	*22*	24·5	*26*
Sweden	68·7 [69]	*9*	75·2 [71]	*19*	72·0 [78]	*18*
Norway	29·0	*– 7*	36·4	*17*	33·9	*20*
Denmark, Faroes and Greenland	46·5	*20*	47·9	*20*	47·9	*16*
Switzerland & Leichtenstein	36·2	*29*	43·8	*44*	42·4	*26*
Portugal, Azores & Madeira	18·7	*34*	20·2	*29*	18·4	*31*
Austria	14·3	*21*	17·0	*32*	18·5	*40*
EEC	327·4 [323]	*11*	353·2 [334]	*19*	346·1 [366]	*23*
Western Germany	80·6 [83]	*4*	93·5 [89]	*13*	87·8 [92]	*15*
Netherlands	61·3 [61]	*8*	67·8 [64]	*12*	70·8 [75]	*25*
Belgium & Luxembourg	71·7 [68]	*21*	63·4 [63]	*8*	72·8 [73]	*22*
France	71·0 [70]	*22*	78·8 [72]	*37*	68·1 [77]	*28*
Italy	42·8 [43]	*– 1*	49·8 [47]	*–32*	46·5 [49]	*29*
Other Western Europe: Spain, Canary Islands and Spanish Ports in North Africa	31·8	*18*	32·6	*13*	31·5	*24*
Other	27·5	*17*	34·2	*25*	32·4	*47*
SOVIET UNION AND EASTERN EUROPE	53·8 [55]	*– 1*	51·2 [49]	*– 9*	56·8 [58]	*11*
Soviet Union	23·3	*–14*	23·3	*–15*	22·8	*14*
Other	30·5	*12*	27·9	*– 3*	34·1	*8*
LATIN AMERICA	54·1 [55]	*– 3*	57·7 [58]	*5*	56·9 [59]	*15*
Venezuela	7·4	*3*	7·2	*–20*	7·5	*12*
Argentine Republic	9·5	*35*	9·9	*23*	8·8	*22*
Other	37·3	*–11*	40·6	*7*	40·6	*14*
OTHER NON-STERLING	175·8 [173]	*33*	170·4 [169]	*31*	171·3 [175]	*16*
Middle East	83·7	*33*	78·7	*34*	79·1	*12*
Israel	27·6	*22*	23·6	*27*	25·6	*19*
Africa	18·4	*54*	16·4	*16*	15·1	*– 7*
Asia	65·0	*36*	66·5	*41*	67·0	*27*
Burma	2·0	*55*	1·4	*–22*	1·7	*–28*
Japan	28·1 [29]	*21*	30·6 [29]	*34*	33·2 [32]	*48*
Extra-European Possessions of European Countries	8·7	*–11*	8·7	*–11*	10·1	*19*
TOTAL NON-STERLING AREA	**1,149·6** [1,161]	*9*	**1,281·6** [1,216]	*18*	**1,261·2** [1,316]	*16*

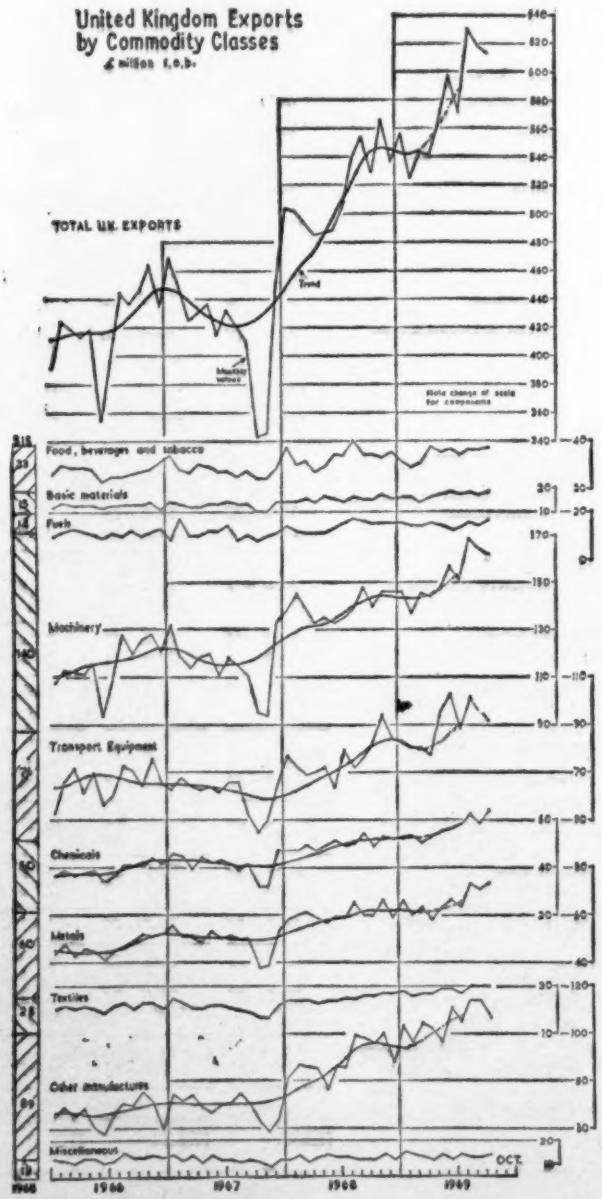
UK TRADE, *continued*

£1 million. Machinery exports on the other hand rose by 29 per cent.

Exports to the EFTA countries have grown strongly since early 1968 and in the first nine months of this year they were 21 per cent higher than in the same period of last year, with a marked increase evident in the third quarter. There was a big increase in exports to Switzerland compared with the first three quarters of 1968 (33 per cent); commodities showing substantial increases were textiles, clothing, mechanical machinery and non-ferrous metals. Exports to Austria and Portugal rose by 31 per cent and 32 per cent respectively well above the average for EFTA as a whole.

Deliveries to the Scandinavian EFTA countries have shown only relatively less rapid growth. Exports to Sweden, our largest market in EFTA, rose by 15 per cent comparing the first nine months of the year with the same period of last year; there was little growth between the first and second quarters of this year, but a marked rise in the third quarter. Shipments to Denmark rose by 19 per cent and to Norway by 10 per cent; exports to Finland grew rapidly and were 23 per cent higher in the first nine months of the year than in the first nine months of 1968.

Exports to the rest of Western Europe increased by 23 per cent. Our largest market in this group of countries is Spain, to which exports rose by 21 per cent.



Sterling area

Exports to the sterling area have been growing since the beginning of 1968. In the second quarter of this year, there was an exceptionally sharp rise which, however, was mainly due to increased deliveries of ships and aircraft. In the first nine months of the year exports were 11 per cent higher than a year ago, with the increase to the developing countries (14 per cent) being larger than that to the developed countries (8 per cent).

In the third quarter of the year exports to the developed sterling countries were about the same as in the second quarter. There has been little growth in shipments to Australia and New Zealand from the high levels in the first quarter of the year. Exports to South Africa have growth relatively moderately, although there was a considerable fall in deliveries of electric machinery, mostly telecommunications apparatus, in the first nine months of the year compared with the same period of 1968. There has been a marked increase in deliveries to the Irish Republic which has been widespread amongst commodities; exports of electric machinery increased by 20 per cent and mechanical machinery by 39 per cent in the first nine months of the year compared with a year earlier.

Deliveries to the developing sterling area, after a period of little growth in 1968, showed a marked rise in the second and third quarters of this year. Deliveries of ships and aircraft, mainly to Libya and Kuwait, accounted for part of the increase in the second quarter. Exports to Nigeria have recovered from their depressed level in 1968 and were 37 per cent higher in the first nine months of the year than in the same period of 1968. Exports to Ceylon have been buoyant, most of the rise being due to increased deliveries of transport equipment.

North America

Between the first three quarters of 1968 and 1969 exports to North America increased by only 2 per cent, but this conceals a strong growth of 24 per cent to Canada and a fall of 1 per cent to the United States. It is difficult to assess the recent trend since exports in both the second and third quarters have been affected by special factors. Deliveries to North America were severely distorted in the first half of 1969 by the effects of the dock strikes in the United States in the early months of this year and it is impossible to estimate closely the extent to which the second quarter figure was inflated by goods delayed during the strikes; some exports had been shipped early in anticipation of the strikes while others were apparently diverted through Canada while the strikes

Table B. United Kingdom exports: commodity classes

Seasonally adjusted values — £ million f.o.b. per month

	1968			1969						
	Year	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	July	Aug.	Sept.	2nd qtr.	3rd qtr.
FOOD, BEVERAGES AND TOBACCO	33	36	34	30	36	34	36	36	36	35
BASIC MATERIALS	15	15	16	15	17	17	18	17	17	17
FUELS	14	16	15	14	14	13	15	14	14	14
MANUFACTURES	440	451	463	468	489	495	550	537	489	528
Non-electric machinery	106	106	110	109	112	114	128	123	112	122
Electric machinery	34	35	34	34	37	37	41	41	37	40
Road motor vehicles	55	58	57	62	66	67	72	71	66	70
Other transport equipment	21	18	29	21	25	22	27	21	25	23
Chemicals	50	51	51	52	55	58	62	59	55	59
Metals and miscellaneous metal manufactures	60	61	61	63	62	63	73	71	62	69
Textiles	25	25	27	27	28	27	30	30	28	29
Other	89	95	93	101	103	105	114	114	103	111
Clothing and footwear	9	9	11	10	12	12	12	12	12	12
Instruments	12	13	13	13	14	15	16	16	14	16
MISCELLANEOUS	13	13	13	14	13	14	13	13	13	13
TOTAL	515	529	544	541	569	572	630	618	569	607

were in progress. In the third quarter exports to North America increased by 5 per cent and there may have been some growth in deliveries in recent months, more especially to Canada, although here again the effects of recent distortions to the figures make the assessment uncertain.

Part of the apparently poor performance of exports to the United States in the first three quarters of this year compared with the same period in 1968 is due to the decrease in deliveries of aircraft engines for incorporation in military aircraft to be purchased by the United Kingdom. The routing of some exports to the United States via Canada has also been a contributory factor and it is not clear, therefore, whether the slowing down in the real rate of growth of the United States' economy has also had some effect. The latest indications point to a continuing high level of demand for imports by the United States, but the increase of only 2 per cent in United Kingdom exports to that market in the third quarter is too small in view of the uncertainties about the figures to be certain of any real recovery.

Although exports overall to the United States fell slightly, shipments of several important commodities have shown marked increases. Exports of cars rose by 30 per cent between the first nine months of this year and the same period of 1968; and machinery exports, excluding aircraft engines, rose by 7 per cent. Exports of transport equipment to Canada increased by 43 per cent over the same period, only a small part of which was due to higher deliveries of the erratic ships and aircraft items.

Table 3
United Kingdom exports: Machinery and transport equipment
quarterly totals
seasonally adjusted figures are in brackets
percentage increase on a year earlier in italics £ million f.o.b.

	1st quarter 1969		2nd quarter 1969		3rd quarter 1969	
MACHINERY OTHER THAN ELECTRIC	325·5 [326]	*1*	357·8 [336]	*12*	345·4 [365]	*17*
Aircraft engines	31·2	*–17*	29·2	*– 5*	29·4	*–18*
Internal combustion engines other than aircraft	32·2	*12*	34·5	*6*	32·6	*18*
Other power generating equipment	9·1	*–33*	11·7	*– 2*	9·7	*7*
Tractors	29·9	*18*	27·3	*– 4*	30·8	*18*
Other agricultural machinery	8·8	*7*	11·8	*17*	9·0	*20*
Office machines	23·4	*3*	26·5	*20*	28·0	*29*
Metal working machinery	17·5	*4*	21·6	*24*	21·5	*28*
Textile leather machinery	32·8	*4*	34·8	*17*	32·7	*21*
Machines for special industries	40·8	*5*	47·1	*14*	46·3	*32*
Heating and cooling equipment	12·3	*–24*	10·3	*–30*	11·0	*–13*
Pumps, centrifuges, etc.	15·7	*12*	17·3	*17*	15·9	*14*
Mechanical handling equipment	13·3	*9*	16·6	*35*	15·9	*49*
Other	58·4	*1*	69·2	*27*	62·5	*21*
ELECTRICAL MACHINERY	103·0 [103]	*– 4*	119·3 [112]	*15*	111·0 [119]	*15*
Electric power machinery	15·4	*– 7*	16·7	*7*	14·8	*6*
Switchgear	10·0	*– 5*	11·4	*23*	10·9	*34*
Electric distribution equipment	7·5	*–31*	10·2	*–32*	10·5	*4*
Televisions, radios	2·3	*41*	2·2	*11*	2·4	*53*
Other telecommunications equipment	22·6	*–17*	27·0	*18*	22·7	*– 4*
Domestic electric equipment	10·0	*24*	11·0	*27*	10·5	*21*
Other electrical machinery	35·2	*8*	40·9	*33*	39·3	*29*
TRANSPORT EQUIPMENT	245·1	*11*	299·8	*36*	270·3	*26*
Road motor vehicles	185·7 [185]	*18*	217·1 [198]	*25*	201·4 [210]	*23*
Cars and chassis	79·4	*33*	99·8	*24*	92·4	*25*
Commercial vehicles and chassis	40·3	*34*	44·9	*37*	41·2	*44*
Aircraft and parts	38·0	*15*	49·2	*137*	41·8	*27*
Ships and boats	11·0	*–47*	21·1	*26*	17·2	*65*
MACHINERY AND TRANSPORT EQUIPMENT	**673·6** [667]	*3*	**776·9** [724]	*20*	**726·6** [776]	*20*

Rest of the World

Exports to Latin America in the third quarter were still below the level reached in the fourth quarter of 1968 when, however, deliveries of aircraft resulted in a sharp rise in the level of exports. Deliveries to the Soviet Union and Eastern Europe recovered in the third quarter from the low level in the second quarter; but in the first nine months of the year exports were unchanged from the level in the same period of 1968.

Exports to the 'Rest of the world' group of countries have grown slowly since the beginning of the year, although this was preceded by a vigorous rise through 1968; comparing the first nine months of this year with the same period of last year, exports increased by 25 per cent on a seasonally adjusted basis. Within this group of countries exports to Japan have continued to rise, partly reflecting the remarkable rate of economic growth which Japan has experienced over the past three years; shipments of miscellaneous

(*Continued on next page*)

Table 4
United Kingdom exports: Other manufactures
quarterly totals
seasonally adjusted figures are in brackets
percentage increase on a year earlier in italics £ million f.o.b.

	1st quarter 1969		2nd quarter 1969		3rd quarter 1969	
CHEMICALS	153·4 [157]	*7*	174·2 [164]	*13*	174·4 [178]	*17*
Chemical elements and compounds	36·5	*3*	41·4	*7*	44·1	*17*
Dyeing, tanning and colouring materials	17·1	*3*	19·4	*17*	18·9	*5*
Medicinal and pharmaceutical products	26·6	*12*	29·7	*18*	30·2	*35*
Essential oils, toilet, polishing and cleansing preparations	13·0	*7*	14·8	*14*	16·1	*19*
Fertilizers	1·9	*–14*	1·0	*–29*	0·8	*–43*
Plastic materials	28·7	*14*	33·5	*15*	31·4	*16*
MANUFACTURED GOODS CLASSIFIED CHIEFLY BY MATERIALS	430·5 [441]	*13*	440·3 [428]	*16*	455·6 [468]	*15*
Leather, leather manufactures, etc.	10·4	*14*	12·6	*18*	11·1	*11*
Rubber manufactures	16·2	*2*	17·7	*12*	18·6	*33*
Wood and cork manufactures, etc.	1·5	*– 3*	1·8	*15*	1·9	*13*
Paper	17·9	*12*	19·4	*19*	19·0	*17*
Textile manufactures	78·8 [81]	*11*	87·3 [85]	*21*	85·5 [87]	*15*
Wool yarn and woven fabrics	21·1	*6*	24·3	*16*	24·5	*8*
Cotton yarns and woven fabrics	10·1	*4*	10·4	*8*	9·1	*2*
Man-made fibre yarns and woven fabrics	20·2	*14*	21·7	*31*	20·1	*15*
Miscellaneous textile manufactures	27·4	*17*	31·0	*25*	31·8	*26*
Non-metallic mineral manufactures, n.e.s.	123·9	*32*	104·3	*27*	120·8	*14*
Pottery and glass	13·0	*6*	16·2	*25*	17·0	*25*
Pearls, diamonds and precious stones	99·6	*40*	75·1	*28*	91·0	*10*
Iron and steel	57·3	*– 8*	65·8	*– 5*	73·1	*14*
Non-ferrous metals	78·1	*13*	76·6	*14*	72·2	*13*
Miscellaneous metal manufactures	46·4	*5*	54·7	*20*	53·5	*18*
MISCELLANEOUS MANUFACTURED ARTICLES	131·7 [141]	*12*	153·4 [151]	*27*	167·6 [161]	*23*
Clothing and footwear	25·8 [29]	*20*	30·0 [36]	*42*	41·6 [37]	*33*
Scientific instruments	40·4 [40]	*15*	45·3 [43]	*22*	45·0 [47]	*25*
Printed matter	16·4	*—*	19·3	*20*	20·3	*13*

UK TRADE, *continued*

manufactured articles to Japan increased by 81 per cent between the first three quarters of 1968 and 1969, compared with an increase in total exports of 35 per cent. There has been a recovery in exports to China in the first three quarters of the year; they rose by 77 per cent compared with the same period of 1968; exports of non-ferrous metals more than trebled.

COMMODITY PATTERN OF EXPORTS

Manufactured goods

The commodity pattern of exports will, of course, also have been affected by the effect on the third quarter figures of the new procedures introduced by HM Customs to deal with under-recording. It is clear, however, that the underlying trend of manufactured exports remains strongly upwards, even after allowing for the special factors in the third quarter.

Exports of manufactured goods rose by 8 per cent in the third quarter compared with the previous quarter, nearly all of this increase being in the volume of exports. In the first nine months of the year there was an increase of 15 per cent compared with the same period of 1968.

Machinery exports increased markedly in the third quarter, continuing the rise which began in the second quarter after a period of relatively slow growth. Non-electrical machinery exports were 9 per cent higher in the first three quarters of the year than in the same period of 1968 in spite of a fall of 14 per cent in exports of aircraft engines, mainly to the United States; and deliveries of electrical machinery rose by 8 per cent. The growth in exports of transport equipment has been marked between the first three quarters of 1969 and the same period of 1968. Exports of road motor vehicles to all destinations increased by 22 per cent; and motor car exports to North America, Switzerland and the Republic of South Africa were substantially higher. Exports of ships and aircraft are often erratic and between the first three quarters of 1968 and 1969 deliveries of aircraft and aircraft parts rose by 49 per cent, while exports of ships were only 3 per cent higher.

There has been a pronounced rise in exports of chemicals since the beginning of the year, and the increase in the first nine months of the year over the same period of 1968 was 12 per cent by value and 7 per cent by volume. Exports of textiles increased by 16 per cent, the increase being particularly marked to Switzerland, Irish Republic, Canada and Denmark, and there was a rise of 31 per cent in exports of clothing and footwear. Scientific instruments exports have grown without interruption since the beginning of last year and the increase in the first nine months of the year over the same perod of 1968 was 21 per cent. Exports of pearls and diamonds grew strongly (25 per cent higher), but there was virtually no change in deliveries of iron and steel.

Non-manufactures

Exports of foods, fuel and basic materials were little changed between the second and third quarters of the year. On the basis of a comparison between the first nine months of 1969 and the same period last year, exports of food and live animals rose by 10 per cent, although there was a severe fall in exports of cereals, particularly to Western Europe. There was also a fall in exports of beverages and tobacco, entirely due to lower deliveries of whisky resulting from anticipatory stockbuilding in the United States in the second half of 1968 before the dock strikes began.

COMMODITY PATTERN OF IMPORTS

Food, beverages and tobacco

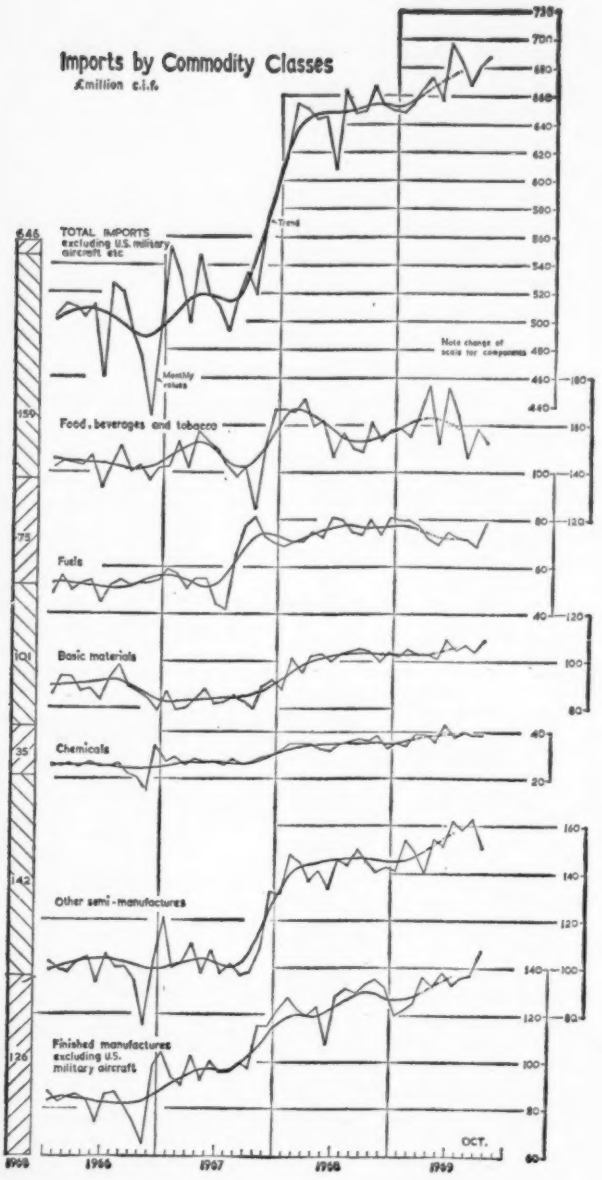
Imports of food, beverages and tobacco returned to a more normal level in the third quarter of this year. The dock strikes on the east coast of the United States had earlier influenced arrivals of some of these goods (especially tobacco) and led to some fluctuations in these imports during a period from before the start of the strikes at the end of December 1968 until well after the last port finally resumed work in April of this year. Imports in this

Table 5
United Kingdom exports: Other exports
quarterly totals
seasonally adjusted figures are in brackets
percentage increase on a year earlier in italics
£ million f.o.b.

	1st quarter 1969		2nd quarter 1969		3rd quarter 1969	
FOOD AND LIVE ANIMALS	40·9 [42]	– *3*	45·8 [45]	*15*	46·4 [49]	*19*
Live animals	5·2	*99*	5·9	*80*	7·7	*60*
Cereals and cereal preparations	5·7	*–58*	6·7	*–38*	6·4	*–19*
Sugar and sugar preparations	5·5	– *6*	7·5	*19*	7·0	*13*
BEVERAGES AND TOBACCO	38·6 [48]	*–17*	61·1 [62]	*23*	56·2 [58]	*–12*
Whisky	26·8	*–24*	45·6	*23*	41·5	*–18*
Tobacco and tobacco manufactures	7·8	*8*	8·8	*16*	8·9	*14*
CRUDE MATERIALS AND ANIMAL AND VEGETABLE OILS AND FATS	45·8 [46]	*6*	53·7 [51]	*16*	49·0 [52]	*17*
Wool tops	6·1	*7*	7·9	*23*	6·9	*10*
Other textile fibres	17·0	*18*	20·3	*22*	16·8	*10*
MINERAL FUELS, LUBRICANTS AND RELATED MATERIALS	46·1 [43]	*14*	41·0 [42]	*19*	40·4 [42]	*–11*
Coal, coke and briquettes	5·6	*36*	5·9	*56*	6·2	*46*
Petroleum products	37·0	*12*	31·4	*18*	31·0	*–19*

Table 6. Imports : Food, beverages and tobacco
quarterly totals
seasonally adjusted figures are in brackets
percentage increase on a year earlier in italics
£ million c.i.f.

	1st quarter 1969		2nd quarter 1969		3rd quarter 1969	
FOOD AND LIVE ANIMALS	467·4 [443]	*1*	446·8 [444]	*6*	404·3 [430]	*4*
Live animals	13·0	*12*	13·7	*–14*	15·3	– *5*
Meat and meat preparations	114·6 [108]	*13*	102·7 [104]	*3*	108·8 [107]	*8*
Beef and veal	24·7	*86*	22·8	*23*	27·9	*38*
Th. tons	89	*104*	79	*24*	95	*37*
Mutton and lamb	33·2	*17*	21·0	– *2*	17·6	*16*
Th. tons	131	*10*	87	*–10*	69	—
Bacon	31·0	—	30·7	*2*	32·7	– *2*
Th. tons	96	– *4*	96	– *4*	96	– *9*
Dairy products and eggs	54·7 [49]	*–11*	42·5 [47]	– *3*	33·5 [42]	*–13*
Butter	38·7	*–10*	29·0	*2*	21·5	*–16*
Th. tons	129	– *8*	95	*4*	68	*–17*
Fish and fish preparations	17·7	– *4*	12·9	*–29*	15·4	*14*
Raw sugars	27·4	*12*	24·3	– *3*	23·9	*26*
Th. tons	632	*12*	477	– *9*	478	*19*
Cocoa beans	16·7	*119*	10·6	*51*	3·0	*107*
Th. tons	53	*55*	34	*11*	8	*52*
Tea and maté	24·4	*–31*	18·6	*4*	19·8	*–30*
Th. tons	61	*–24*	50	*12*	51	*–28*
Cereals and feeding stuff for animals	79·0 [76]	– *7*	90·7 [91]	*29*	80·2 [82]	*14*
Fruit and vegetables	95·7 [94]	– *1*	105·6 [90]	*6*	77·8 [88]	*2*
BEVERAGES AND TOBACCO	24·8 [36]	*–46*	47·7 [61]	*16*	46·2 [42]	– *8*
Beverages	13·0	*–28*	16·0	—	18·9	*–14*
Tobacco and tobacco manufactures	11·8 [17]	*–57*	31·7 [47]	*27*	27·3 [26]	– *3*



category as a whole reached £157 million a month in the third quarter of this year, £11 million a month (7 per cent) less than in the previous quarter, and about £2 million a month lower than the average for the whole of 1968. The reduction was entirely in volume, prices have edged slightly upwards in the third quarter. Although the reduced level of tobacco imports accounted for a large part of the decline in the value of imports of the group as a whole, there was also a sizeable reduction in food imports in the third quarter. Imports of beverages continued at a rate of between £5 and £6 million a month.

Food imports often tend to vary markedly from month to month and this variation also affects quarterly comparisons when, as in the third quarter, there were two relatively high months, but one month (August) which was erratically low. Imports of food in the third quarter were £143 million a month, 3 per cent less than the high rates reached in the first and second quarters of 1969. The reduction was spread in some measure over all the main groups of commodities with the exception of meat imports. Reduced imports of cereals and feeding stuffs accounted for more than half of the fall, but these had been at exceptionally high levels in the first half of this year, reflecting at least in part the effects of the American dock strikes.

Imports of meat and meat preparations have averaged some £35 million a month this year. In the first nine months they were about £1 million a month (3 per cent) more than at the end of 1968 and 8 per cent more than in the first nine months of last year. This comparison however is with a period of relatively low imports owing to the restrictions imposed in 1968 on imports of beef from South America following the foot and mouth epidemic in this country, which tended to reduce meat imports, in spite of the extra supplies purchased from other sources to replace lost imports and home production. With the resumption of beef imports from South America since the lifting of the temporary ban, meat imports from the Argentine have more than doubled in value. Prices have fallen considerably but the much heavier quantities imported have more than offset the effect of these lower prices. Increased quantities of mutton and lamb, with prices higher than last year, also contributed to the rise in value over the last nine months. The value of imports of bacon in the period was little changed; prices were marginally higher, but slightly less bacon was imported.

There was a further reduction in imports of dairy produce and eggs in the third quarter of this year; at £14 million a month these imports were at a much lower level than they have been for some years, and £2 million a month (10 per cent) less than in the second quarter of this year. These imports fell back in 1968 after their recovery in the previous year, and the decline has continued throughout the months of 1969. In the first nine months of this year there was a reduction of 9 per cent in value compared with the corresponding nine months of last year, with imports of both butter and cheese from all sources contributing to the fall. Imports of eggs continued to be insignificant, and were about the same level as in 1968.

There was a marked fall in imports of cereals and feeding stuffs

(*Continued on next page*)

Table C. Imports: commodity classes

Seasonally adjusted values

£ million c.i.f. per month

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1968	658	646	159	75	278	101	35	142	138	126	9
3rd quarter	666	654	152	76	286	104	36	147	141	129	9
4th quarter	678	657	158	78	281	103	35	143	155	133	7
1969 1st quarter	674	657	160	79	287	103	36	148	140	123	7
2nd quarter	698	676	168	73	291	103	39	148	158	136	7
July	707	685	165	73	305	105	38	162	155	133	7
August	686	669	147	72	305	107	40	159	153	136	7
September	688	681	159	69	306	104	39	163	144	137	7
2nd quarter	698	676	168	73	291	103	39	148	158	136	7
3rd quarter	693	678	157	71	304	105	39	160	151	136	7

UK TRADE, *continued*

in the third quarter of this year. This was, however, merely a return to more normal levels after the distortion to arrivals caused by the dock strikes in eastern ports of the United States. The levels had risen before the strikes with some anticipatory buying, and had then fallen back during the strike, to rise sharply again when work was resumed. The rate of £27 million a month reached in the third quarter was still about £1 million a month more than the average monthly level in 1968, and 11 per cent higher than in the third quarter of last year. In the early part of last year imports of cereals were high because of the restocking of animal feed following the rundown of stocks when the foot and mouth epidemic was at its height. This together with the extra imports due to the

Table 7. Imports: Materials and fuels

quarterly totals

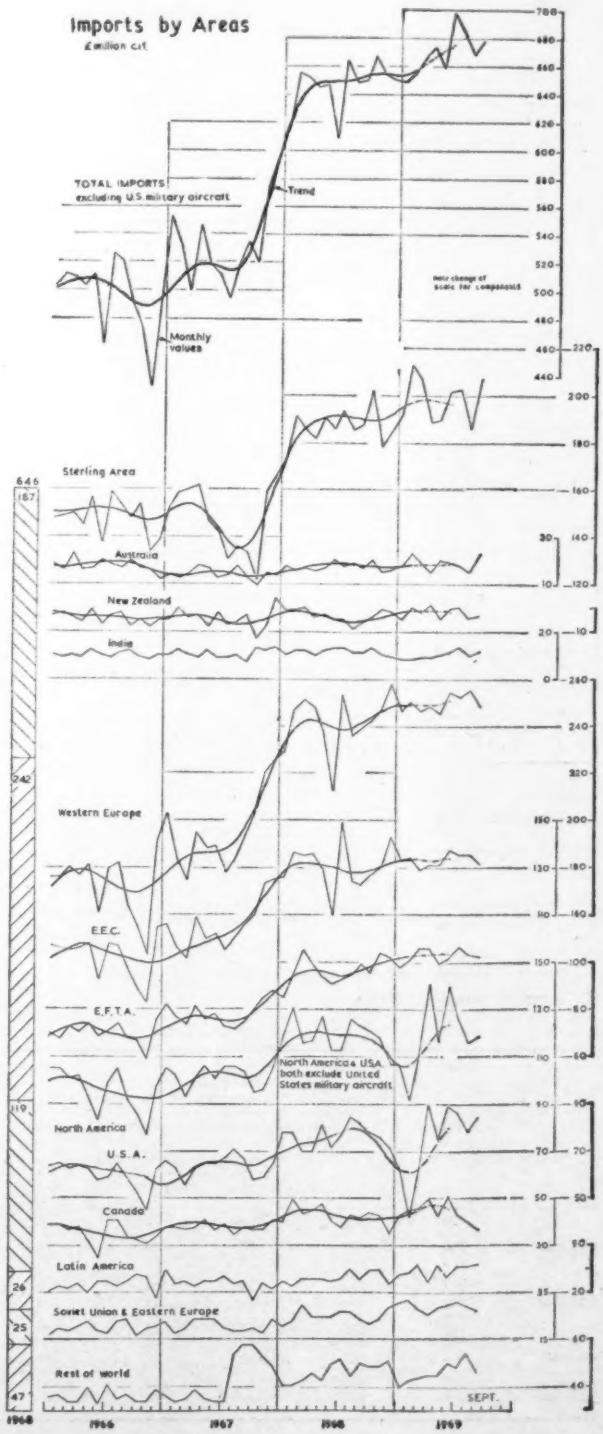
seasonally adjusted figuers are in brackets

percentage increase on a year earlier in italics

£ million c.i.f.

	1st quarter 1969		2nd quarter 1969		3rd quarter 1969	
CRUDE MATERIALS	289·2	*7*	291·8	*2*	302·3	*2*
	[291]		[294]		[299]	
Oil seeds, oil nuts and oil kernels	8·2	*–18*	9·6	*–13*	7·5	*–20*
	[9]		[10]		[8]	
Wood, lumber and cork	40·3	*4*	46·4	*–15*	72·5	*– 3*
	[61]		[54]		[54]	
Sawn softwood	29·1	*2*	35·5	*–18*	59·9	*– 1*
Th. standards	298	*– 7*	333	*–28*	577	*– 9*
Woodpulp	40·7	*—*	40·6	*3*	39·8	*7*
Th. tons	762	*– 7*	757	*1*	709	*1*
Wool and other animal hair and tops	34·4	*2*	33·4	*7*	25·7	*4*
	[28]		[30]		[32]	
Raw wool	30·6	*2*	27·7	*3*	21·2	*– 1*
Th. tons	70	*– 8*	65	*– 3*	51	*– 7*
Raw cotton	10·9	*–26*	13·4	*9*	11·0	*–19*
Th. tons	40	*–31*	48	*4*	41	*–16*
Metalliferous ores and scrap	75·4	*27*	75·3	*6*	72·2	*—*
Iron ore	20·8	*19*	21·4	*4*	21·0	*–14*
Th. tons	4,477	*18*	4,513	*7*	4,495	*–10*
Hides and skins	19·8	*8*	18·6	*28*	19·0	*47*
Crude rubber	15·1	*30*	14·2	*23*	15·0	*30*
ANIMAL AND VEGETABLE OILS AND FATS	17·7	*30*	17·0	*– 7*	17·8	*– 4*
	[18]		[16]		[17]	
CHEMICALS	110·5	*5*	119·9	*19*	115·8	*9*
	[108]		[118]		[116]	
MANUFACTURED GOODS CLASSIFIED CHIEFLY BY MATERIAL	449·1	*2*	452·2	*8*	470·1	*10*
	[443]		[445]		[481]	
Wood manufactures	22·7	*– 2*	21·7	*–15*	23·6	*2*
Newsprint paper and board	47·8	*2*	50·4	*7*	51·6	*10*
Cotton yarns and fabrics	17·8	*–19*	17·1	*–15*	15·8	*–11*
Other textile manufactures	43·5	*9*	44·7	*22*	40·5	*8*
Pearls, diamonds and precious stones	87·1	*6*	77·2	*34*	89·3	*19*
Iron and steel	39·5	*—*	43·7	*6*	43·6	*16*
Th. tons	647	*– 6*	738	*3*	694	*8*
Non-ferrous metals	147·7	*3*	149·0	*3*	159·7	*8*
Silver bullion	23·9	*–17*	28·1	*–14*	22·8	*–20*
Copper	69·6	*16*	64·3	*5*	75·4	*22*
Th. tons	133	*28*	111	*– 3*	118	*–11*
Aluminium	25·6	*2*	26·1	*10*	27·5	*17*
TOTAL INDUSTRIAL MATERIALS†	866·6	*5*	880·8	*7*	906·1	*7*
	[859]		[874]		[913]	
MINERAL FUELS, LUBRICANTS AND RELATED MATERIALS	247·7	*12*	225·3	*– 5*	208·4	*– 5*
	[237]		[218]		[214]	
Crude petroleum	178·6	*33*	167·3	*—*	154·1	*– 6*
Th. tons	23,970	*39*	22,804	*3*	21,541	*1*
Petroleum products	60·9	*–22*	51·0	*–18*	48·0	*– 7*
Th. tons	5,654	*–20*	4,716	*–13*	4,369	*3*

†Crude materials, animal and vegetable oils and fats, chemicals and manufactured goods classified chiefly by materials.



strikes had a marked effect on imports last year. Comparing the first nine months of this year with the same period of 1968, imports of cereals and feeding stuffs were 10 per cent higher. Imports of wheat were unusually high both in quantity and value (especially from Australia): the increase was over 18 per cent, while imports of feeding stuffs rose moderately.

Imports of fruit and vegetables have shown little change since they fell back from the exceptional level reached in the first quarter of this year. They eased back a little further in the third quarter, to their average level in the second half of last year. Over the first three quarters of this year as a whole they were, on a seasonally adjusted basis, £1 million a month (3 per cent) more than at the same time last year, continuing the steady expansion of the last few years.

Most other food imports fell back in the third quarter from the high levels obtaining in the first half of this year. Imports of this group as a whole, were £2 million a month (5 per cent) lower than in the first half year. There was not much overall change in the first nine months of this year compared with the first nine months of 1968, with increases in some commodities more or less offsetting the falls in others. Imports of sugar and sugar preparations rose 9 per cent in the period with greater quantities at higher prices, with the bulk of the extra imports coming from Australia. Cocoa imports nearly doubled in value, with much higher imports from Nigeria and Ghana. The price was one-third higher than a year ago. On the other hand, tea imports from our main suppliers, India and Ceylon fell sharply as did imports of canned salmon (mainly from Japan).

(*Continued on next page*)

Table 8. Imports: Finished manufactures

quarterly totals
seasonally adjusted figures are in brackets
percentage increase on a year earlier in italics
£ million c.i.f.

	1st quarter 1969		2nd quarter 1969		3rd quarter 1969	
CONSUMER GOODS†	110·2	*– 4*	113·1	*13*	111·7	*7*
Cars and motor cycles	17·2	*–12*	14·8	*33*	9·8	*–12*
Other durable goods	22·9	*–22*	26·4	*—*	25·9	*– 8*
Works of art	11·4	*15*	14·1	*26*	15·3	*87*
Clothing and footwear	43·4	*13*	39·3	*18*	40·6	*12*
Other consumer goods	15·4	*–13*	18·5	*3*	20·2	*—*
OTHER MAINLY CAPITAL GOODS	315·8	*12*	385·1	*33*	333·5	*8*
Machinery	192·3	*– 2*	223·1	*22*	208·4	*11*
Aircraft and aircraft engines	71·7	*87*	94·5	*87*	66·0	*– 2*
Ships and boats	4·7	*27*	11·0	*11*	5·2	*–32*
Instruments	17·5	*– 3*	20·6	*12*	21·2	*14*
Other	29·6	*16*	35·8	*32*	32·6	*23*
TOTAL FINISHED MANUFACTURES‡	426·0	*7*	498·2	*28*	445·2	*8*
§	[419]		[473]		[453]	
‖	[368]		[408]		[407]	

†Goods covered by headings in the trade accounts believed to include mainly consumer goods.
‡SITC revised sections 7 and 8.
§Including US military aircraft, etc.
‖Excluding US military aircraft, etc.

Table 9. Imports by areas and countries: Sterling Area

quarterly totals
seasonally adjusted figures are in brackets
percentage increase on a year earlier in italics
£ million c.i.f.

	1st quarter 1969		2nd quarter 1969		3rd quarter 1969	
Jamaica	6·8	*—*	9·2	*1*	6·7	*– 4*
Trinidad	6·2	*–10*	7·5	*6*	4·9	*– 3*
Australia	62·9	*19*	54·6	*—*	59·9	*9*
	[60]		[54]		[60]	
New Zealand	69·2	*– 5*	57·3	*16*	40·7	*27*
	[53]		[55]		[50]	
India	26·0	*–32*	25·7	*–12*	29·7	*– 4*
	[25]		[30]		[34]	
Pakistan	12·5	*23*	9·1	*3*	7·7	*– 6*
Ceylon	9·2	*–16*	8·5	*14*	8·9	*–37*
Malaysia	9·6	*11*	6·9	*–28*	7·3	*–21*
Singapore	7·1	*29*	6·8	*3*	8·4	*24*
Hong Kong	32·3	*17*	31·3	*1*	32·9	*9*
Ghana	16·0	*41*	11·9	*44*	8·1	*11*
Nigeria	31·7	*76*	29·0	*75*	21·6	*46*
Zambia	27·8	*23*	20·3	*–15*	29·6	*26*
Malawi	2·2	*– 8*	2·1	*2*	2·7	*3*
Kenya	7·1	*– 1*	7·3	*16*	6·0	*– 3*
Middle East	115·7	*31*	95·7	*–17*	91·7	*– 7*
Irish Republic	66·3	*9*	72·9	*13*	74·9	*5*
Republic of South Africa	76·0	*6*	80·4	*15*	75·1	*3*
Other	53·0	*– 2*	57·7	*– 4*	63·4	*28*
TOTAL STERLING AREA	637·5	*11*	594·0	*2*	580·3	*6*
	[613]		[581]		[603]	

Table D. Imports: areas (†)

Seasonally adjusted values

£ million c.i.f. per month

	Total	Total excluding US military aircraft etc.	Sterling Area				Western Europe			North America					Latin America	Soviet Union and Eastern Europe	Rest of World
												USA and Deps.					
			Total	Australia	New Zealand	India	Total	EEC	EFTA	Total	Excluding US military aircraft, etc.	Total	Excluding US military aircraft, etc.	Canada			
1968	658	646	187	18	16	11	242	131	97	131	119	89	77	43	26	25	47
3rd quarter	666	654	189	18	13	11	242	132	96	133	121	94	81	41	27	26	49
4th quarter	678	657	189	17	17	11	249	133	101	137	116	96	75	41	28	25	50
1969 1st quarter	674	657	204	20	18	8	248	132	101	120	103	73	56	45	30	30	42
2nd quarter	698	676	194	18	18	10	249	134	103	154	132	107	85	48	28	27	47
July	707	685	203	18	20	13	252	135	106	148	126	108	86	43	31	31	48
August	686	669	186	15	15	9	255	135	103	133	116	95	78	40	31	29	54
September	688	681	208	23	16	11	248	131	102	126	119	91	84	38	32	26	46
2nd quarter	698	676	194	18	18	10	249	134	103	154	132	107	85	48	28	27	47
3rd quarter	693	678	201	20	17	11	251	133	104	136	121	98	83	40	31	28	49

(†) Figures for Burma and Rhodesia are included with the 'Rest of the World'.

UK TRADE, *continued*

Table 9 *continued.* **Imports by areas and countries: Non-Sterling Area**
quarterly totals
seasonally adjusted figures are in brackets
percentage increase on a year earlier in italics £ million c.i.f.

	1st quarter 1969		2nd quarter 1969		3rd quarter 1969	
NORTH AMERICA	353·7	*– 7*	470·2	*24*	395·7	*1*
(†)	[360]		[462]		[409]	
(‡)	[308]		[397]		[362]	
Canada	127·0	—	144·8	*7*	118·5	*– 5*
	[134]		[143]		[121]	
United States & Deps.	226·7	*–11*	325·3	*34*	277·2	*4*
(†)	[220]		[320]		[295]	
(‡)	[169]		[254]		[249]	
WESTERN EUROPE	750·8	—	746·7	*9*	731·8	*3*
	[743]		[747]		[752]	
EFTA (including Finland)	297·0	*4*	306·1	*9*	314·2	*8*
	[304]		[308]		[312]	
Finland	37·1	*9*	39·6	*– 2*	49·1	*10*
Sweden	80·4	—	86·1	*12*	81·8	*6*
Norway and Spitzbergen	45·2	*10*	43·1	*11*	44·4	*13*
Denmark, Faroes and Greenland	59·5	—	59·0	*3*	63·1	*2*
Switzerland and Leichtenstein	40·2	*13*	42·8	*20*	43·9	*15*
Portugal, Azores and Madeira	18·6	*–12*	19·6	*10*	16·8	*4*
Austria	16·2	*10*	15·9	*8*	15·3	*9*
EEC	404·4	*– 3*	402·7	*10*	381·8	—
	[397]		[401]		[399]	
Western Germany	107·8	*– 1*	112·2	*12*	112·0	*4*
Netherlands	105·4	*5*	108·6	*7*	95·4	*– 4*
Belgium and Luxembourg	45·0	*–15*	46·0	*22*	45·0	*17*
France	85·6	—	78·7	*14*	72·5	*– 7*
Italy	60·5	*–10*	57·3	*– 1*	56·9	*– 4*
Spain, Canary Islands and Spanish Ports in North Africa	35·3	*3*	23·2	*–17*	22·3	*11*
Other	13·9	*9*	14·7	*33*	13·4	*1*
SOVIET UNION AND EASTERN EUROPE	80·2	*26*	74·3	*7*	92·9	*7*
	[91]		[81]		[84]	
Soviet Union	43·0	*61*	39·5	*24*	61·8	*20*
Other	37·3	*1*	34·8	*– 8*	31·1	*–11*
LATIN AMERICA	95·2	*23*	88·6	*8*	94·5	*16*
	[90]		[85]		[93]	
Venezuela	15·9	*–19*	16·4	*–11*	11·8	*–27*
Argentine Republic	19·6	*89*	21·9	*82*	22·8	*62*
Other	59·6	*26*	50·3	*– 2*	59·9	*17*
OTHER NON-STERLING	140·8	*– 2*	142·6	*1*	133·4	*– 1*
	[127]		[140]		[147]	
Middle East	65·3	*– 8*	70·5	*9*	56·2	*– 3*
Japan	23·8	*– 4*	22·9	*–25*	26·2	*– 8*
Other	51·7	*8*	49·2	*9*	51·0	*5*
TOTAL NON-STERLING AREA	1,420·7	—	1,522·3	*12*	1,448·3	*3*
(†)	[1,410]		[1,516]		[1,484]	
(‡)	[1,359]		[1,450]		[1,438]	
TOTAL ALL COUNTRIES	**2,058·3**	*3*	**2,116·4**	*9*	**2,028·5**	*4*
(†)	[2,018]		[2,093]		[2,079]	
(‡)	[1,967]		[2,027]		[2,033]	

(†) Including US military aircraft, etc.
(‡) Excluding US military aircraft, etc.

The dock strikes in the United States markedly influenced the monthly figures for imports of beverages and tobacco as a whole from the end of 1968 and for most of 1969 so far. There was a reduction in value of almost a third, in the third quarter of this year, most of which can be attributed to the cut-back in imports of tobacco following the abnormally high rates in the second quarter which included shipments delayed by the strikes. The more modest fall in imports of beverages in the quarter was only a very small proportion of the total reduction in the group. Imports of beverages have stayed around the £5-£6 million mark since the removal of the temporary import charge at the end of 1966. The rate in the third quarter was nearer £5 million than £6 million and somewhat lower than the average in the first half of this year.

Tobacco imports this year have been affected by the American dock strikes. In the third quarter, they returned to a more normal level of some £9 million a month after the very high average of nearly £16 million a month in the previous quarter. In the year so far there has been a modest reduction compared with the first three quarters of last year.

Industrial materials

The expansion in imports of industrial materials which was very marked in 1968 has continued throughout the first three quarters of 1969. Compared with the first three quarters of 1968, these imports were 6 per cent (£17 million a month) higher, of which some £14 million a month was in imports of semi-manufactures. Imports of industrial materials which had shown only modest growth in the first half of this year were, at £304 million a month, £13 million a month (4 per cent) more in the third quarter than in the second, the rise in value being approximately equally divided between higher volume and higher unit prices. The emphasis was again on the strong growth in imports of semi-manufactures; imports of basic materials were only moderately higher. High prices of metals again contributed to increased values in the semi-manufactures group. Iron and steel and copper were amongst those commodities where the rise in prices was especially marked. Of the increase in imports of semi-manufactures in the third quarter, two-thirds was accounted for by an increase in volume which continued the steady upward trend apparent since early this year. Import prices have also edged upwards throughout the year. Imports of most commodities have increased in value in the third quarter with the noticeable exception of imports of chemicals which, however, had shown strong growth in the first half of this year prior to easing back a little in the third quarter. Imports of semi-manufactures may well have been higher but for the effect of the import deposit scheme, which affects about a half of semis. The slight rise in the value of imports of basic materials was due to a small increase in both volume and price; these imports had remained fairly flat since the second half of last year.

Basic materials

The increase in imports of basic materials in the third quarter amounted to £2 million a month (2 per cent) due to higher prices; the volume fell a little. These imports reached £105 million a month, almost £100 million of which was imports of crude materials. The volume of this group of imports as a whole had been declining a little since the expansion shown early in 1968 due to the speeding up of manufacturing production and there was not much further movement in the third quarter of this year. Imports of crude materials were, in the third quarter, £2 million a month (2 per cent) higher than in the previous quarter after remaining at around £97 million a month since the middle of last year. Higher imports of timber and wool, partly offset by reduced imports of other textile fibres, and oil seeds accounted for much of the rise in the third quarter. Compared with the first nine months of 1968, imports of basic materials were 4 per cent higher in the first three quarters of this year, about £4 million a month, with the increase stemming only from those raw materials (including hides and skins, rubber and metalliferous ores) other than timber and some textile fibres. These latter two categories of imports were reduced in the period. There has been some easing back in recent months from the high levels of imports of timber reached in the first quarter of this year, but a decline in the quantity of sawn softwood imported was not offset by higher prices, with a resultant decrease in the value of imports of this commodity, while wood pulp imports were a little higher. The decline in imports of textile fibres was entirely in imports of raw cotton where lower quantities, albeit higher priced, produced a substantial reduction in the value imported. Wool imports were little changed. There was a sharp increase in imports of metalli-

ferous ores with a substantial increase (due both to higher prices and greater quantities) in tin ore imports, and a smaller increase in nickel mattes and iron ores. There was an increase of over a quarter in imports of hides and skins and in crude rubber imports.

Semi-manufactures

There has been strong growth in imports of semi-manufactures during this year. In the third quarter they were £11 million a month, 6 per cent. more than in the previous quarter and accounted for most of the rise in imports of industrial materials. The combined effect of higher prices of some non-ferrous metals, and, to a lesser extent, silver bullion, has had a marked effect on their value during this year but despite this, the main part of the rise in the third quarter was in volume (4 per cent higher), prices rose rather less. Whilst the value of imports of chemicals eased back a little, other imports in this category showed a sharp increase in the third quarter. Chemical imports in the second quarter had been unusually high and the after-effects of the United States dock strikes may have contributed to these high values; prior to this, these imports had remained fairly level since the rise in middle of last year. In the first nine months of this year they have risen £4 million a month (11 per cent), compared with the same period of last year with three quarters of the increase in chemical compounds. Most of the goods in this group (chemicals and other semis) are subect to the import deposit scheme, and imports could have been restricted.

Imports of other semi-manufactured goods were £12 million a month (8 per cent) more in the third quarter than they had been in the second. Increased values for imports of non-ferrous metals, due, in part to higher prices, accounted for a large part of this rise. For example, copper prices were 10 per cent higher in the third quarter. Imports of most other partly processed goods increased in varying degrees in the quarter, and most were also higher than in the same period last year. The exceptions were imports of cotton yarns and fabrics and of silver bullion, both of which had been very high a year earlier. In the first nine months of this year, imports of partly processed manufactured goods have been some 7 per cent higher than in the same period last year with increased imports of most classes of goods.

Mineral fuels and lubricants

The value of fuel imports has been falling this year, after the strong growth last year which had been largely due to higher prices. In the third quarter, at £71 million a month, they were £2 million a month (2 per cent) less than in the previous quarter. Almost all of the reduction was due to lower prices, the volume being little changed in the quarter. Fuel prices started to ease back in the middle of last year, and have continued their decline throughout this year. This steady fall in prices is in line with the trend obtaining prior to the inflationary effects on prices following the repercussions from the Arab/Israeli war. The volume of fuel imports increased throughout 1968 until the turn of the year; after which they eased back to about the same level as a year ago. There has been little overall change in fuel imports in the first three quarters of this year compared with the same period a year earlier, but, whereas crude oil imports have risen sharply in the period, there has been an offsetting fall in imports of petroleum products. The increase in value of crude petroleum imports was entirely accounted for by higher quantities imported, prices falling sharply between the periods whereas both the price and the quantity of imports of petroleum products were reduced. There were much heavier imports of crude petroleum from Nigeria and Kuwait in particular, whilst those from Libya, Iran and Venezuela were much reduced. Much of the oil obtained this year has been from sources from which the c.i.f. price is lower than that obtaining from last year's sources.

Finished manufactures

Imports of finished manufactures have been affected by a series of special factors ever since the removal of the temporary import charge at the end of 1966. Their growth has been much weaker in 1965 and 1966 whilst the charge was in force: its removal caused some distortion to the figures in late 1966 and early 1967, but it was evident when the irregularities had been allowed for that there had been some considerable increase in 1967 in the rate of importing of these goods. The devaluation of sterling and its effects on the sterling prices of these goods led to high values of imports of finished goods in the first quarter of 1968, though some part of the increase may have been due to the carry-over of imports delayed by the autumn 1967 dock strikes in Liverpool and London and the increased consumer spending prior to the Budget. The Kennedy Round tariff reductions which were due to come into force at the beginning of July last year, kept these imports low in the second quarter and the subsequent rebound helped to raise their value in the third quarter. The threatened dock strikes on the east coast of America also led to some heavy importing of these goods in the third quarter, and while the strikes were in progress at the end of 1968 and the first quarter of this year imports were at a much lower level than usual. The clearing of the backlog inflated the second quarter figures this year, after the ending of the strikes in the early spring. The impact of the strikes on imports of finished goods was necessarily great as about one-third of our imports in this category come from the United States. In the third quarter of this year, imports of finished manufactures (excluding United States military aircraft) have been maintained at the high level reached in the previous quarter, but even so it seems that there has been some weakening of the growth of these imports this year. The import deposit scheme which came into force on November 27 last year, may have helped to restrict the growth of imports of these goods, most of which, except large ships and aircraft, have been subject to the scheme.

In the third quarter of this year imports of finished manufactures were £136 million a month, excluding United States military aircraft, the same value as in the previous quarter, when these imports were unusually high. There was, however, a reduction in imports of machinery and transport equipment, but this was offset by a rise in imports of miscellaneous manufactured goods (chiefly consumer goods). Imports of machinery (Divisions 71 and 72 of the trade accounts) were a little higher in the quarter, but there was a fall in imports of road motor vehicles, and imports of other transport equipment, mainly ships and aircraft (other than United States military aircraft), were almost halved in the period. Among imports of miscellaneous manufactured goods, there was little change in imports of clothing and footwear, a slight rise in imports of instruments (classified as capital goods) and larger increases in most other types of consumer goods. An amount of £117 million needs to be added to the total of imports of finished manufactures for ships built and delivered abroad for British owners so far this year. This compares with a figure of £60 million in the corresponding period of last year. These ships are not included in the trade accounts but have been taken into account when calculating the trade balance. In the first nine months of this year, there has been an increase of £8 million a month (7 per cent) in imports of finished manufactures compared with the same period of 1968, but the factors mentioned previously must be considered before assessing the trend of these imports. Between these two periods, the rise has been mainly in imports of capital goods (about 10 per cent), which form by far the larger part of finished manufactures; consumer goods showed a smaller rise. Imports of aircraft and machinery, and instruments and some other mainly capital goods were substantially higher, and there was a small reduction in imports of ships and boats. Amongst consumer goods, imports of domestic refrigerators and washing machines and other domestic electrical equipment were substantially reduced, and there were lower imports of some other consumer goods such as radios, watches and clocks, jewellery and toys. Partly offsetting these reductions were markedly higher imports of clothing and footwear. Imports of printed matter and stationery also rose in the period, and there were slightly higher imports of cars.

SOURCES OF IMPORTS

In the third quarter, imports from most sources increased; however, there was a sharp reduction in imports from North America. These returned to more normal levels after the increased arrivals in the second quarter due mainly to the rebound of imports held over by the strikes on the eastern seaboard of the United States.

Sterling area

In the third quarter, imports from the sterling area, at £201 million, were £7 million a month (4 per cent) more than they had been in the previous quarter. These imports had begun to level off at the end of last year after the earlier expansion which had been largely due to a series of unusual factors affecting deliveries from this area; these had included the 1967 strikes at the London and

(*Continued on next page*)

UK TRADE, *continued*

Liverpool docks, and the resumption of oil supplies from the Middle East. Imports from the sterling area were higher again in the first quarter of this year (with markedly higher food and oil imports), but they had eased back a little in the second quarter. In the third quarter, there were increases in imports from Australia, India, South Africa, and some other mainly primary producing countries but imports from New Zealand and the Irish Republic fell back. In the first three quarters of the year, imports from the sterling area were 6 per cent more than in the same period last year. The increases were widespread over many countries but higher imports from Nigeria (mainly oil) accounted for a little under a third of the increase in value.

North America

The sharp reduction in imports from North America in the third quarter of this year owed much to the return to more normal levels of arrivals from the high rates reached in the second quarter. These had been caused largely by the influx of goods previously held back because of the dock strikes on the east coast of the United States. The strikes had had a marked effect on arrivals of imports from North America for some months. Prior warning of the strikes had led to a build up of imports from the United States in the middle of last year, a reduction whilst the strikes were in progress, and increased arrivals to clear the backlog after they ended early this year. As a consequence, imports were low in the first quarter of this year, sharply higher in the second quarter, and lower again in the third. Excluding United States military aircraft, in the third quarter of this year they were £121 million a month, £11 million a month (8 per cent) less than the high second quarter figure and only a little higher than the average monthly rate for the whole of the year 1968. Including United States military aircraft, imports from North America were £136 million in the third quarter. There was a fall in imports from both Canada and the United States in the quarter. Imports from the United States at £83 million a month (excluding United States military aircraft) were £2 million a month (2 per cent) less than in the second quarter, including these aircraft they were £98 million a month. Tobacco imports were particularly affected. Imports from Canada are usually about half those from the United States: at £40 million a month in the third quarter of this year they were £8 million a month, 15 per cent, less than they had been in the second quarter. Unlike imports from the United States, though, imports from Canada grew strongly in the first half of this year, and exceeded the high levels reached in the first half of last year before they eased back in the second half. There was an increase in imports from North America in the first three quarters of this year of 6 per cent compared with the corresponding period a year ago. While imports from Canada were not so very different, imports from the United States were sharply (about 8 per cent) higher.

Western Europe

Imports from Western Euroupe have remained fairly level this year. After easing back slightly at the beginning of the year, they recovered to reach £251 million a month, in the third quarter of this year, a rate just a little higher than at the end of 1968. Imports from the Common Market Countries were a little lower in the period, at £133 million a month, whilst those from the EFTA countries at £104 million a month were a little higher. Imports from the remaining group of countries in Western Europe which had eased back in the second quarter recovered in the third quarter, and at £15 million a month were a little above the average level since middle of last year. Imports from the various countries comprising the groups differed slightly in trend.

After making allowance for seasonal factors, there were reductions in imports from the Netherlands, France, and Sweden in the third quarter, and imports from the remaining countries rose a little. The overall picture was of little change throughout 1969 in imports from Western Europe. The import deposit scheme may well have prevented imports from rising any further than they had done this year. Western Europe, a highly industrialized area, is one of the main sources of our imports of manufactured goods which the import deposit scheme sought to restrict. In the first three quarters of this year, total imports from Western Europe were some £10 million a month (4 per cent) higher than in the corresponding months of last year. Two-thirds of the increase was in imports from the EFTA group of countries, but there was also a modest rise in imports from the Common Market. There were rises in imports from most countries in both areas, with particularly large increases from Norway, and Sweden and Switzerland in EFTA and from Western Germany, Belgium and the Netherlands in the EEC. Imports from Italy, however declined in the period, and with low imports in the second quarter, imports from Spain and the Canaries together were reduced a little.

Latin America

Imports from Latin America grew strongly in the third quarter. They had eased back a little in the previous quarter after a moderate rise at the turn of the year. At £31 million a month, these imports were £3 million a month, 10 per cent more in the third quarter than in the second. In the first nine months of this year compared with the same period a year earlier, imports from Latin America have risen about £4 million a month, 14 per cent, on a seasonally adjusted basis, with three quarters of the increase accounted for by higher imports from the Argentine Republic (principally of beef) but heavier imports of copper from Chile at higher prices also contributed to the increase.

Soviet Union and Eastern Europe

There has been little growth in imports from the Soviet Union and Eastern Europe since the sharp rise in the first quarter of this year. In the third quarter, imports at £28 million a month were £1 million a month, 3 per cent more than in the previous quarter, when they had fallen back from the high levels reached in the early part of the year. Higher sterling prices due to the devaluation of sterling had increased the value of these imports last year. In the first nine months of this year there was further strong growth: a rise of some 12 per cent compared with the corresponding period of last year.

Rest of the world

Last year, the strong growth in imports from the rest of the world, evident in the previous year, had weakened somewhat as oil imports settled down after the far reaching effects of the Arab/Israel war on Middle East supplies, and at the turn of the year these imports fell sharply. There was a limited recovery in the second quarter, and this has continued in recent months. In the third quarter of this year imports from this area, i.e. the remaining countries in the non-sterling area, were back to the levels reached in the second half of last year. At £49 million a month, they were £2 million (5 per cent) more than in the previous quarter. There has been little difference in imports from these countries in the first nine months of this year compared with a year earlier. Imports from the Middle East remained about the same, but imports from Japan were substantially reduced, the reduction being widespread over commodities imported from that country.

NOTES:

1. Detailed particulars of United Kingdom imports, exports and re-exports were published on October 27,† and further analysis of the figures will be found in the form of tables in the monthly report on Overseas Trade‡ for November, due to be published on or about November 28.

2. (a) **Visible trade balance**

The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading.

In order to derive the figure for the visible trade balance, it is necessary to make a number of adjustments to the export and import figures as recorded in the monthly Trade Accounts. Some are adjustments to the valuation, the prinicipal of which is the deduction from the import figure in the Trade Accounts of freight and insurance costs. The other type of adjustment relates to

(*Continued on page* 1380)

†Accounts relating to the Overseas Trade of the United Kingdom, September 1969, HMSO, price 30s., by post 32s.

‡Report on Overseas Trade, published by HMSO, price 5s., by post 5s. 3d. Annual subscription £3 6s., including postage.

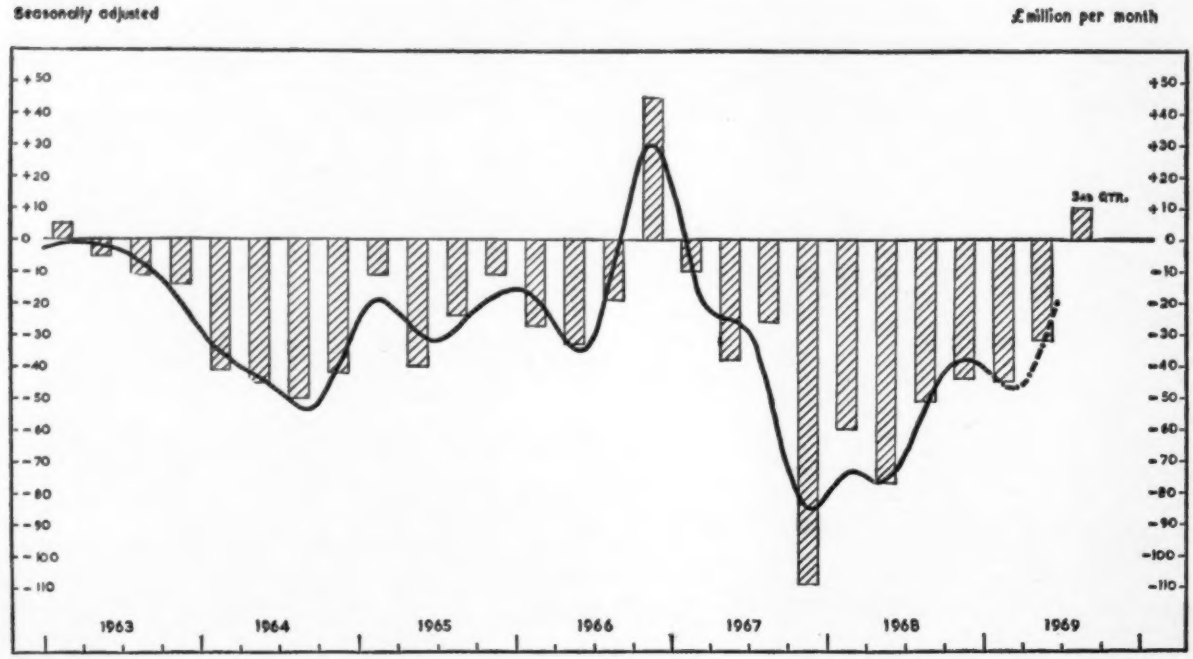
Imports and United Kingdom exports

Quarters or quarterly averages

£ million

Section or Division	Exports				Imports			
	1968	1st qtr., 1969	2nd qtr., 1969	3rd qtr., 1969	1968	1st qtr., 1969	2nd qtr., 1969	3rd qtr., 1969
0. FOOD AND LIVE ANIMALS	42·9	40·9	45·8	46·4	427·8	467·4	446·8	404·3
00 Live animals	5·0	5·2	5·9	7·7	14·1	13·0	13·7	15·3
01 Meat and meat preparations	1·9	2·9	3·8	3·8	99·7	114·6	102·7	108·8
02 Dairy products and eggs	3·3	3·2	3·4	3·2	50·0	54·7	42·5	33·5
03 Fish and fish preparations	2·7	3·0	3·1	3·8	19·2	17·7	12·9	15·4
04 Cereals and cereal preparations	9·9	5·7	6·7	6·4	58·0	60·5	70·2	60·0
05 Fruit and vegetables	4·0	4·6	3·3	2·8	87·4	95·7	105·6	77·8
06 Sugar, sugar preparations and honey	6·2	5·5	7·5	7·0	26·2	29·7	27·0	27·4
07 Coffee, cocoa and preparations, tea and spices	4·4	4·3	5·2	5·1	48·1	58·4	46·1	40·1
08 Feeding stuff for animals	2·1	2·5	2·4	2·1	19·7	18·5	20·5	20·2
09 Miscellaneous	3·4	3·8	4·5	4·5	5·4	4·5	5·6	5·6
1. BEVERAGES AND TOBACCO	56·7	38·6	61·1	56·2	48·2	24·8	47·7	46·2
11 Beverages	49·2	30·8	52·3	47·3	19·0	13·0	16·0	18·9
12 Tobacco	7·5	7·8	8·8	8·9	29·2	11·8	31·7	27·3
2. CRUDE MATERIALS, INEDIBLE	43·0	44·1	51·6	46·6	285·6	289·2	291·8	302·3
21 Hides, skins and fur skins, undressed	2·1	2·0	2·6	2·4	15·7	19·8	18·6	19·0
22 Oil seeds, oil nuts and oil kernels	0·1	0·1	0·1	0·1	10·4	8·2	9·6	7·5
23 Crude rubber (including synthetic and reclaimed)	3·9	4·5	4·7	4·4	12·1	15·1	14·2	15·0
24 Wood, lumber and cork	0·2	0·2	0·3	0·2	57·8	40·3	46·4	72·5
25 Pulp and waste paper	0·5	0·4	0·5	0·7	38·9	40·7	40·6	39·8
26 Textile fibres not manufactured and their waste	22·3	23·0	28·2	23·7	54·9	60·7	58·5	45·7
27 Crude fertilizers and minerals	8·1	8·3	8·7	9·6	15·9	15·0	16·8	15·8
28 Metalliferous ores and metal scrap	4·7	4·5	5·2	4·4	67·0	75·4	75·3	72·2
29 Crude animal and vegetable materials	1·2	1·1	1·3	1·1	12·9	13·9	11·7	14·8
3. MINERAL FUELS, LUBRICANTS, ETC.	41·6	46·1	41·0	40·4	226·3	247·7	225·3	208·4
33 Petrol and petroleum products	36·8	40·3	34·9	34·1	221·3	241·2	220·3	204·4
Coal, coke, gas and electric energy	4·8	5·8	6·1	6·3	5·0	6·5	5·0	4·0
4. ANIMAL AND VEGETABLE OILS AND FATS	1·8	1·7	2·2	2·4	17·0	17·7	17·0	17·8
5. CHEMICALS	149·8	153·4	174·2	174·4	103·9	110·5	119·9	115·8
51 Chemical elements and compounds	37·9	36·5	41·4	44·1	42·5	47·9	52·1	50·4
53 Dyeing, tanning and colouring materials	17·2	17·1	19·4	18·9	6·6	7·0	7·4	6·6
54 Medicinal and pharmaceutical products	24·0	26·6	29·7	30·2	4·9	5·5	6·2	6·8
55 Essential oils and perfume materials	13·0	13·0	14·8	16·1	5·2	5·4	6·0	5·4
56 Fertilizers, manufactured	1·8	1·9	1·0	0·8	7·3	8·0	5·7	6·1
58 Plastic materials and artificial resins	27·6	28·7	33·5	31·4	20·6	20·6	25·2	23·7
All other chemical materials and products	28·4	29·6	34·4	33·1	16·9	16·2	17·2	16·8
6. MANUFACTURED GOODS CLASSIFIED CHIEFLY BY MATERIAL	392·7	430·5	440·3	455·6	426·2	449·1	452·2	470·1
61 Leather, leather manufactures and dressed furs	10·3	10·4	12·6	11·1	8·4	9·5	10·2	9·5
62 Rubber manufactures, n.e.s.	15·3	16·2	17·7	18·6	6·9	6·8	7·0	5·5
63 Wood and cork manufactures (excluding furniture)	1·6	1·5	1·8	1·9	24·0	22·7	21·7	23·6
64 Paper, paperboard and manufactures thereof	16·6	17·9	19·4	19·0	46·4	47·8	50·4	51·6
65 Textile yarn, fabrics and articles	74·7	78·8	87·3	85·5	57·8	61·3	61·8	56·3
66 Non-metallic mineral manufactures	93·9	123·9	104·3	120·8	84·4	97·2	88·8	101·2
67 Iron and steel	66·5	57·3	65·8	73·1	38·6	39·5	43·7	43·6
68 Non-ferrous metals	67·9	78·1	76·6	72·2	141·9	147·7	149·0	159·7
69 Manufactures of metal, n.e.s.	45·9	46·4	54·7	53·5	17·7	16·6	19·7	19·1
7. MACHINERY AND TRANSPORT EQUIPMENT	647·1	673·6	776·9	726·6	297·2	307·1	369·7	311·2
71 Machinery other than electric	317·2	325·5	357·8	345·4	158·0	154·3	181·7	165·6
72 Electrical machinery, apparatus and appliances	102·4	103·0	119·3	111·0	59·2	58·4	68·7	65·8
73 Transport equipment	227·5	245·1	299·8	270·3	79·9	94·4	119·3	79·8
8. MISCELLANEOUS MANUFACTURED ARTICLES	130·0	131·7	153·4	167·6	116·0	118·9	128·5	134·0
81 Sanitary, plumbing, heating and lighting fixtures and fittings	3·5	3·9	4·2	4·1	2·0	1·9	1·8	1·9
82 Furniture	4·5	4·9	6·0	5·6	3·5	3·4	3·6	3·1
83 Travel goods, handbags and similar articles	0·8	0·8	1·0	1·2	1·5	1·3	1·4	1·3
84 Clothing	20·9	19·7	22·8	31·9	27·5	32·0	30·9	31·6
85 Footwear	6·5	6·1	7·2	10·0	8·2	11·4	8·5	9·0
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	36·9	40·4	45·3	45·0	27·5	24·9	29·1	30·2
89 Miscellaneous manufactured articles, n.e.s.	56·9	55·9	66·9	70·1	45·9	44·0	53·3	56·9
5-8. MANUFACTURED GOODS	1,319·6	1,389·2	1,544·9	1,524·3	943·3	985·6	1,070·2	1,031·1
9. COMMODITIES AND TRANSACTIONS NOT CLASSIFIED ACCORDING TO KIND	38·4	39·9	35·6	37·8	26·7	25·8	17·6	18·4
TOTAL ALL SECTIONS	1,544·0	1,600·5	1,782·1	1,754·0	1,974·8	2,058·3	2,116·4	2,028·5

VISIBLE TRADE BALANCE



UK TRADE, *continued*

coverage, either to bring in certain items which are not in the accounts (for example on the import side ships built and delivered abroad direct to United Kingdom owners) or to remove some items which are in the accounts (mainly returned goods and goods for processing and repair). In 1968 the total net adjustments made on account of these factors produced a monthly average credit of £56 million in the final balance; but there are fluctuations from month to month.

(b) Purchases of United States military aircraft

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends*.

(c) Three-monthly averages of trade figures

The sequence of individual monthly figures, even when seasonal influences have been allowed for, is usually too variable to give a satisfactory indication of the underlying trend. One simple method of securing a better guide to underlying movements is to take averages of three months. These averages, for the month in question and the two preceding months, are given in Table 1B and are referred to in the commentary on the figures. The averages are still sensitive to irregular movements in the monthly figures and to special influences, though they are markedly less variable than the monthly figures. More elaborate estimates of trend can be constructed, but the three-monthly average gives a quite good short-term guide and has the merit of simplicity.

(d) Under-recording of exports

As explained in the article on under-recording of exports in the *Board of Trade Journal* of September 10, 1969, action is being taken by HM Customs to improve the documentation. Estimates for the net under-recording have been made for past and current months. A direct measure of these allowances, providing a check on the present estimates, will be possible when the results of the first checks on documentation by HM Customs, beginning with sailings in August, become available; there have been rather longer delays than expected in obtaining information from traders and the material from these checks is not yet sufficiently complete to permit an assessment. As was to be expected, the action taken has led to increases in the lodgement of documents, arising in three main respects.

In the first place, there is believed to have been a gradual reduction in the underlying net under-recording of exports. This was estimated to have been about £10 million in July, £8 million in August, and £5 million in September. The basis of values declared on documents is now the subject of a continuing check, on a sample basis, by HM Customs beginning with documents lodged at the end of August.

Secondly, some documents have been lodged belatedly from earlier periods which have already been taken into account in the estimates of under-recording for earlier months and should not be counted twice.

Thirdly, some documents are being submitted more promptly; this speeding up in documentation is only a change in the process of recording and does not reflect a corresponding movement in the trend of either shipments or payments. These two temporary factors are difficult to quantify but, taken together, they have been tentatively estimated to have been of the order of £5 million in July, £15 million in August and £20 million in September.

If allowance is made for the combined effects of all three factors affecting the recording of exports, the estimated net adjustment is an addition of £5 million to the July export total and deductions from the August and September figures of £7 million and £15 million respectively (a corresponding adjustment for the second quarter would be an addition of £12 million a month). The effect of these influences needs to be taken into account in assessing the underlying trends of both exports and the visible trade balance.

Unit value and volume index numbers for September

THE IMPORT UNIT VALUE index rose two points in September, but the export unit value index was unchanged. The terms of trade fell back a point.

After remaining stable over the summer months the import unit value index rose by 1½ per cent in September. The main increases were in the unit values of manufactured goods, particularly semi-manufactures which are now nearly 10 per cent higher than at the beginning of the year. There were widespread increases in the unit values of food, beverages and tobacco, although prices of fish, meat and dairy products fell a little, and the index rose 1½ per cent above its level in August. Increases in the import prices of wood, wood pulp and ores were mainly responsible for the two point rise in the unit value index for basic materials. The unit value index for fuels fell but not enough to change the rounded index.

The export unit value index has moved slowly during 1969, rising by only just over ½ per cent since January. The unit value

(*Continued on next page*)

Table 1. United Kingdom import and export unit value index numbers (unadjusted)

1961 = 100

	Imports					Exports								Terms of Trade†
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods						
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141	
1962	99	102	96	98	99	101	99	102	98	100	101	103	102	102
1963	103	111	97	97	101	104	103	104	100	102	102	106	104	101
1964	107	115	103	95	105	106	107	106	101	107	106	107	105	99
1965	107	113	102	90	109	108	104	109	104	109	113	110	108	102
1966	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1967	109	113	99	92	116	114	101	116	106	111	120	118	116	105
1968	121	120	107	107	135	123	106	126	113	115	130	128	128	102
1967 1st quarter	108	115	100	82	116	114	102	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	101	116	106	113	119	118	116	106
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	113	116	98	104	122	116	101	118	108	111	122	120	117	103
1968 1st quarter	120	120	104	108	134	121	105	123	111	113	129	124	126	101
2nd quarter	121	120	108	108	135	123	107	126	113	115	133	127	128	102
3rd quarter	122	120	109	107	136	125	107	128	115	116	132	132	129	103
4th quarter	123	122	110	106	137	126	108	129	116	117	131	132	130	102
1969 1st quarter	124	123	112	104	138	127	110	130	117	120	134	133	130	103
2nd quarter	125	124	115	102	141	127	111	130	118	122	135	132	130	102
3rd quarter	127	125	116	100	144	128	113	130	118	122	138	132	131	101
1968 January	119	120	102	107	132	120	103	122	109	112	128	124	125	101
February	120	120	104	108	134	121	106	123	113	113	129	124	126	101
March	121	120	105	108	137	121	106	124	113	114	131	124	127	100
April	122	120	107	108	137	122	107	124	113	114	132	125	128	100
May	121	120	108	108	134	122	107	125	113	114	133	126	127	101
June	121	120	109	108	133	125	105	128	113	116	132	132	129	104
July	122	120	109	108	135	125	107	128	115	116	132	132	129	103
August	122	120	109	107	136	125	107	128	115	116	132	132	129	103
September	123	121	110	107	137	125	107	128	115	116	132	132	129	102
October	123	122	110	106	137	125	107	128	116	117	132	132	129	102
November	123	122	110	106	136	126	108	129	116	117	131	132	129	103
December	124	123	111	105	138	126	108	129	115	117	131	133	131	102
1969 January	124	123	111	105	138	127	110	130	117	120	133	133	130	103
February	123	123	112	104	137	127	109	130	117	119	134	133	130	103
March	124	122	113	103	138	128	111	130	117	120	135	133	130	103
April	125	124	114	103	139	127	111	130	117	121	134	133	130	102
May	126	124	116	101	141	127	112	130	118	122	135	132	131	102
June	126	124	115	101	142	128	112	130	118	122	136	132	131	101
July	126	125	116	100	143	128	113	130	117	122	137	132	131	101
August	126	124	115	100	143	128	113	130	118	122	138	132	131	101
September	128	126	117	100	146	128	113	131	118	122	139	132	130	100

† Export Unit Value Index as a percentage of the Import Unit Value Index.

UNIT VALUE AND VOLUME, *continued*

indices for most groups were unchanged in September, but the index for metal manufactures rose a point mainly due to increases in the prices of non-ferrous semi-manufactures, to reach a level 4¼ per cent above the level at the beginning of the year.

Further discussion on trends in prices and volume is incorporated in the article on United Kingdom trade in the third quarter which appears elsewhere in this *Journal*.

United Kingdom trade in terms of the United States dollar

Table 4 shows imports, exports and the visible trade balance seasonally adjusted both in terms of sterling and the United States dollar. The two series show the same proportionate movements except in the period spanning devaluation when the dollar series reflect a fall relative to the sterling series of 14.3 per cent.

Table 5 gives the unit value indices for imports and exports and the terms of trade converted to United States dollar terms. The unit value index for exports in dollar terms, in the third quarter of 1969 was 5 per cent below its level in October 1967 the month preceding devaluation, while import prices were 1 per cent lower. The indices for imports over this period vary, with indices for manufactured goods and basic materials showing a rise and those for food, beverages and tobacco and fuels a fall: but a number of major suppliers of food stuffs devalued, so keeping down the prices of their exports in dollar terms, and fuel prices which were high in the period preceding devaluation because of the Middle East war, have subsequently fallen.

Notes:

(a) The volume index numbers for exports do not include any allowance for the special inferences affecting recording (see *Board of Trade Journal* of September 10, 1969).

(b) This series of index numbers, based on 1961=100 was first introduced in the *Board of Trade Journal* of September 13, 1963; an account of the method of construction of the index numbers was first published in the September 1963 issue of *Economic Trends*. All the index numbers published with this article take account of the inclusion since 1965 of trade in diamonds and precious stones in the United Kingdom import and export statistics.

Table 2. United Kingdom import and export volume index numbers (unadjusted) 1961 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	327	222	106	337	1,000	125	843	86	65	123	428	141
1962	103	104	96	112	103	102	110	101	107	99	100	100	102
1963	107	102	101	119	112	108	120	106	113	101	100	107	110
1964	119	104	108	128	136	111	115	111	126	105	102	107	123
1965	120	102	107	140	137	117	121	117	131	104	109	114	128
1966	122	101	102	154	146	121	128	120	139	97	105	120	134
1967	132	104	101	165	168	119	131	118	148	94	108	112	136
1968	146	107	111	176	195	136	151	135	169	109	120	129	158
1967 1st quarter	134	106	98	180	167	128	135	127	155	101	113	124	143
2nd quarter	135	107	101	162	176	127	135	127	163	98	119	124	136
3rd quarter	126	100	104	150	156	112	123	111	140	86	103	102	140
4th quarter	136	106	105	178	170	109	128	106	132	89	97	99	126
1968 1st quarter	149	116	109	171	198	135	142	135	168	105	118	132	153
2nd quarter	144	104	112	186	189	134	139	134	174	105	121	130	147
3rd quarter	143	102	114	175	191	132	154	130	165	108	115	119	167
4th quarter	147	110	111	180	196	143	168	140	169	118	124	132	169
1969 1st quarter	148	106	109	198	198	136	136	137	166	111	112	131	175
2nd quarter	152	107	108	186	215	153	157	154	188	122	124	153	180
3rd quarter	145	99	109	176	204	150	148	152	188	118	124	144	197
1968 January	157	125	118	179	201	131	154	129	157	100	112	129	140
February	143	109	107	165	191	136	135	138	164	109	120	135	160
March	148	114	103	170	201	137	136	139	181	108	124	133	158
April	143	104	111	188	185	131	123	134	170	101	122	128	154
May	159	116	121	199	211	136	136	137	177	110	123	139	130
June	129	91	103	169	171	133	156	131	176	103	119	122	175
July	154	108	120	191	209	139	149	139	163	113	123	136	159
August	143	100	118	171	191	129	157	126	155	102	115	111	176
September	132	96	103	163	175	129	157	125	175	107	106	111	164
October	156	119	116	196	206	135	157	133	159	112	115	122	177
November	149	111	106	162	209	158	184	155	183	126	143	146	189
December	137	100	111	182	175	136	163	132	165	116	114	130	139
1969 January	159	114	123	211	206	139	141	140	166	114	115	134	176
February	138	95	100	189	189	130	132	131	164	106	106	123	165
March	148	110	105	194	201	139	134	142	168	112	115	135	183
April	152	113	107	188	209	143	152	143	182	112	115	135	186
May	155	102	108	192	227	157	163	158	195	132	133	163	154
June	149	106	108	179	209	159	156	162	189	122	124	161	200
July	159	108	115	191	227	156	146	160	194	119	129	157	194
August	139	88	113	170	196	146	140	150	180	117	122	140	200
September	137	99	99	166	188	147	159	147	189	118	122	135	195

(Continued on next page)

Table 3. United Kingdom import and export volume index numbers (seasonally adjusted)

1961 = 100

	Imports							Exports							
	Total	Total excl. US military aircraft, etc.	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods		Total	Non-manufactures	Manufactured goods					
						Total	Excl. US military aircraft, etc.			Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division			0 and 1	2 and 4	3		5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000		327	222	106		337	1,000	125	843	86	65	123	428	141
1967 1st quarter	132	132	105	97	172	165	164	129	142	127	157	103	118	121	144
2nd quarter	134	133	108	102	158	170	166	123	136	122	157	97	113	116	135
3rd quarter	128	126	102	102	153	159	157	119	130	119	147	90	110	112	141
4th quarter	135	134	102	105	181	175	172	106	117	105	133	85	93	100	125
1968 1st quarter	146	144	114	109	162	195	191	135	147	134	166	106	122	129	151
2nd quarter	143	141	105	112	178	185	179	130	139	130	169	104	117	123	147
3rd quarter	147	144	105	112	180	197	190	139	162	138	171	111	122	130	167
4th quarter	148	144	106	111	184	202	190	141	155	140	169	114	120	134	168
1969 1st quarter	146	142	104	110	191	195	185	139	142	138	169	115	118	129	175
2nd quarter	150	146	110	108	180	208	195	146	156	148	178	120	118	144	179
3rd quarter	148	145	103	108	181	208	198	156	154	159	192	121	128	155	194
1968 January	141	140	114	102	160	186	183	138	167	134	165	106	120	131	147
February	149	147	112	116	163	202	197	135	135	135	162	108	122	130	155
March	147	146	116	109	163	196	193	133	138	133	172	104	123	125	151
April	144	143	107	115	175	184	180	130	129	130	164	100	118	125	150
May	146	144	109	113	171	194	186	130	134	130	170	107	114	126	139
June	137	136	100	108	190	177	172	130	153	129	172	106	119	120	152
July	148	147	107	113	186	196	192	135	155	134	164	108	118	130	152
August	147	143	105	111	177	201	189	141	174	138	168	109	128	127	174
September	145	143	103	113	176	196	190	142	156	142	181	115	119	133	176
October	147	145	108	112	188	194	190	138	153	137	163	111	116	131	174
November	151	143	104	109	174	216	192	146	159	145	174	114	129	139	172
December	146	143	105	113	191	197	187	138	155	138	171	115	116	134	158
1969 January	144	141	103	108	190	190	179	144	149	142	171	120	122	133	182
February	147	143	101	111	192	202	189	135	138	134	171	111	114	125	166
March	146	144	108	111	190	194	187	139	141	139	166	113	118	131	178
April	149	145	113	109	177	201	192	140	159	138	172	111	112	129	178
May	147	141	101	104	174	211	193	144	156	145	180	125	118	142	168
June	155	151	115	113	189	211	201	155	155	161	183	125	124	161	192
July	151	147	108	108	184	210	197	147	149	149	189	113	119	145	182
August	148	145	98	109	181	210	200	161	159	165	199	128	134	162	198
September	146	145	103	106	176	202	198	158	155	161	190	123	132	157	202

(*Continued on next page*)

Robert Hough

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UNIT VALUE AND VOLUME, *continued*

Table 4. United Kingdom trade in sterling and in United States dollars, 1966-1969 (seasonally adjusted)

	Exports f.o.b.	Re-exports f.o.b.	Imports c.i.f.		Visible trade balance
			Total	Excluding US aircraft	
					£ million
Sterling basis:					
1966	5,047	194	5,947	5,945	-103
1967	5,030	184	6,434	6,390	-548
1968	6,176	218	7,899	7,754	-698
1966 1st quarter	1,235	49	1,520	1,520	- 82
2nd quarter	1,187	48	1,485	1,485	- 99
3rd quarter	1,281	46	1,539	1,539	- 58
4th quarter	1,345	50	1,403	1,401	+135
1967 1st quarter	1,343	47	1,577	1,574	- 30
2nd quarter	1,282	44	1,589	1,573	-115
3rd quarter	1,262	48	1,555	1,545	- 78
4th quarter	1,143	45	1,712	1,698	-326
1968 1st quarter	1,499	55	1,941	1,922	-180
2nd quarter	1,460	51	1,925	1,900	-232
3rd quarter	1,586	56	1,999	1,962	-155
4th quarter	1,631	56	2,033	1,970	-132
1969 1st quarter	1,624	55	2,021	1,970	-133
2nd quarter	1,707	64	2,093	2,027	- 97
3rd quarter p	1,820	72	2,079	2,032	+30

	Exports f.o.b.	Re-exports f.o.b.	Imports c.i.f.		Visible trade balance
			Total	Excluding US aircraft	
					$ million
Dollar basis:					
1966	14,132	543	16,652	16,646	- 288
1967	13,873	507	17,694	17,573	-1,466
1968	14,822	523	18,958	18,610	-1,675
1966 1st quarter	3,458	137	4,256	4,256	- 230
2nd quarter	3,324	134	4,158	4,158	- 277
3rd quarter	3,587	129	4,309	4,309	- 162
4th quarter	3,766	140	3,928	3,923	+ 378
1967 1st quarter	3,760	132	4,416	4,407	- 84
2nd quarter	3,590	123	4,449	4,404	- 322
3rd quarter	3,534	134	4,357	4,326	- 218
4th quarter	2,995	118	4,468	4,432	- 839
1968 1st quarter	3,598	132	4,658	4,613	- 432
2nd quarter	3,504	122	4,620	4,560	- 557
3rd quarter	3,886	134	4,798	4,709	- 372
4th quarter	3,914	134	4,879	4,728	- 317
1969 1st quarter	3,898	132	4,850	4,728	- 319
2nd quarter	4,097	154	5,023	4,865	- 233
3rd quarter p	4,368	173	4,990	4,877	+ 72

Table 5. Import and export unit value index numbers, dollar basis

1961 = 100

	Imports					Exports								Terms of Trade†
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods						
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other	
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7		
1966	109	114	103	84	114	112	104	114	106	111	119	114	113	103
1967	107	112	97	90	115	113	100	115	105	110	118	117	114	105
1968	104	103	92	92	115	106	91	108	97	99	112	110	110	102
1967 1st quarter	108	115	110	82	116	114	102	116	106	112	119	117	116	105
2nd quarter	107	114	99	81	114	114	101	116	106	113	119	118	116	116
3rd quarter	108	111	97	100	115	115	101	117	107	111	120	119	116	106
4th quarter	105	108	91	97	114	108	95	111	102	104	114	113	109	103
1968 1st quarter	103	103	89	92	115	103	90	105	95	97	111	106	108	101
2nd quarter	104	103	92	92	115	106	91	108	97	98	114	109	110	102
3rd quarter	104	103	94	92	117	107	92	110	98	100	113	113	111	103
4th quarter	105	105	95	90	117	108	92	111	99	100	113	113	111	102
1969 1st quarter	106	105	96	89	118	109	94	112	100	103	115	114	112	103
2nd quarter	107	106	99	87	121	109	95	112	101	104	116	113	112	102
3rd quarter	109	107	99	86	124	110	97	112	101	105	118	113	112	101

† Export Unit Value Index os a percentage of the Import Unit Value Index.

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1968, but any later changes known to have come into operation are shown. 37*s.* 6*d.* (*by post* 39*s.*)

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Assets and liabilities of finance houses

AT THE END of September 1969, the instalment credit debt owed to finance houses stood at £802 million, the same level as at the end of the second quarter, but £16 million below the level at the end of September, 1968. On a seasonally adjusted basis, however, there was a marginal rise in debt in the third quarter reflecting the increase in lending on motor vehicles between the second and third quarters of this year.

Total selected assets rose by £12 million in the third quarter, the first increase since June 1968. This increase was largely due to increases each of £4 million in trade investments and investments in unconsolidated subsidiaries, and in other securities. There was also a small increase in advances and loans other than hire purchase and other instalment credit agreements.

The most significant changes in selected liabilities in the third quarter were the increase of £21 million in deposits by United Kingdom non-financial companies and the increase of £9 million in deposits by United Kingdom banks; these increases were only partly offset by falls in deposits by other United Kingdom financial institutions (£8 million), other United Kingdom residents (£6 million) and overseas residents (£7 million) resulting in an increase of £9 million in total deposits. The fall of £7 million in deposits by overseas residents to its present level of £26 million, continued the decreases recorded in almost every quarter since June 1966, when the figure stood at £152 million. The increases in deposits bills discounted with United Kingdom banks and discount houses and unearned finance charges, more than counter-balanced a decrease of £8 million in other borrowing, as a result of which the total of selected liabilities rose by £4 million in the quarter.

Assets and liabilities of finance houses

£ million

	Holdings at						
Selected Assets	31 Dec. 1965	31 Dec. 1966	31 Dec. 1967	31 Dec. 1968	31 Mar. 1969	30 June 1969	30 Sept. 1969
Assets with United Kingdom financial institutions other than banks	7	12	9	7	8	7	8
Trade investments and investments in unconsolidated subsidiaries	54	52	60	47	46	45	49
Other securities	20	35	24	17	27	21	25
Hire purchase, credit sales and other instalment credit outstanding (†)	894	807	786	801	792	802	802
Other advances and loans	133	120	127	116	111	103	106
Total	1,108	1,026	1,006	988	984	978	990
Selected Liabilities							
Bills discounted with United Kingdom banks and discount houses	114	121	106	116	113	109	111
Deposits	654	669	597	614	631	638	647
of which:							
(a) United Kingdom Banks	106	85	85	110	99	107	116
(b) Other United Kingdom financial institutions	61	76	71	91	107	98	90
(c) United Kingdom non-financial companies	255	262	249	269	277	293	314
(d) Other United Kingdom residents	96	115	104	101	110	107	101
(e) Overseas residents	136	131	88	43	38	33	26
Other borrowing	128	56	101	90	87	83	75
of which:							
(a) United Kingdom Banks (net) (‡)	113	47	84	78	77	73	65
(b) Other United Kingdom financial institutions	7	3	9	6	6	6	6
(c) United Kingdom non-financial companies	2	1	1	—	—	—	—
(d) Other United Kingdom residents	6	5	7	6	4	4	4
(e) Overseas residents	—	—	—	—	—	—	—
Unearned finance charges	96	81	90	99	98	98	99
Issued capital and reserves (§)	174	180	186	190	196	192	192
Total	1,166	1,107	1,080	1,109	1,125	1,120	1,124

(†) Including agreements block discounted with finance houses by retailers.
(‡) Cash and balances with United Kingdom banks have been deducted from this item.
(§) As shown on each company's last balance sheet

Statistics on Incomes, Prices, Employment and Production

Issues of this bulletin appear at regular intervals and give factual and up-to-date information on wage rates, earnings, hours of work and other conditions of employment, manpower, prices, production, profits and other relevant subjects. Part of the information included has not previously been published.

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WHOLESALE PRICE INDEX NUMBERS

Materials price index continues to rise in October

THE PROVISIONAL price index for basic materials and fuel used in manufacturing industry rose ¼ per cent in October, mainly due to a wide range of increased prices for food and drinks materials, both home produced and imported. In the last three months the index has risen 2 per cent, compared with ½ per cent in the previous six months.

There was a slight increase in October in the provisional price index for home sales of manufactured products. The rise since the beginning of the year has amounted to 2½ per cent.

Materials and fuel purchased by broad sectors of industry (Table 1)

The provisional index for the food manufacturing industries rose 2 per cent in October. This, following a similar rise in September, brought the index to about 3½ per cent higher than a year ago. Index numbers for the chemicals and allied industries and for the steel industries each rose ½ per cent due to higher prices for a number of materials and for fuel; the index for the mechanical engineering industries also rose ½ per cent, as a result of higher prices for certain steels. Lower prices for copper and copper manufactures led to a fall of ¼ per cent in the index for the electrical engineering industries. The index for the textile industries continued to decline slightly due to a further fall in raw wool prices these prices have come down 6 per cent since the high point of the index in May. There were further slight increases in the index numbers for the timber and paper industries.

Output of broad sectors of industry: Home Sales (Table 2)

The provisional index for the steel industries rose nearly 1 per cent in October, mainly due to sharp increases on a relatively narrow range of products affected by nickel surcharges. There were a number of upward price movements in the food manufacturing industries, resulting in a rise of ½ per cent in the index for the sector. The index for the paper industries increased by ½ per cent, bringing the rise during the last 12 months to nearly 6 per cent. Most other sector index numbers increased slightly in October.

Table 1. Price Index numbers of materials purchased **1963 = 100**

1968 SIC		1968		1969			1968	1969							
		3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	Oct.	Mar.	Apr.	May	June	July	Aug.	Sept. p	Oct. p
	MATERIALS PURCHASED BY MANUFACTURING INDUSTRY														
Orders III to XIX	Basic materials and fuel used in manufacturing industry:	116·1	118·3	119·6	120·3	121·4	117·4	119·5	120·0	120·2	120·8	120·5	121·7	122·0	122·9
	Basic materials	115·5	118·0	119·6	120·5	121·8	117·0	119·5	120·1	120·4	121·0	120·7	122·2	122·4	123·3
	†Fuel	119·7	119·9	119·9	119·8	119·8	119·9	119·9	119·8	119·8	119·8	119·8	119·8	119·8	120·9
Orders IV to XIX	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries:	119·3	120·4	122·3	124·2	126·1	119·9	122·7	123·7	123·9	124·9	124·8	127·0	126·4	126·6
	Basic materials other than fuel	119·2	120·5	122·8	125·2	127·5	119·9	123·3	124·6	124·8	126·1	126·0	128·7	127·9	127·9
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY														
211-229	Food manufacturing industries	109·4	113·4	113·7	112·5	112·4	111·8	112·9	112·4	112·7	112·4	111·8	111·6	113·7	115·7
Order V	Chemicals and allied industries	114·7	114·6	115·2	116·2	116·8	114·6	115·5	115·9	116·2	116·4	116·1	117·1	117·1	117·7
311 and 312	Steel industries	114·2	114·6	115·3	115·6	116·8	114·1	115·4	115·5 r	115·5 r	116·1 r	116·9 r	116·7	117·0	117·8
Order VII (excluding MLH 342)	Mechanical engineering industries	116·4	117·2	120·0	122·6	126·8	116·7	120·9	121·9	122·2	123·7	125·7	127·1	127·5	128·1
Order IX	Electrical engineering industry	128·1	130·0	136·7	143·2	149·5	128·7	137·7	141·3	142·6	145·9	146·5	150·9	151·1	149·9
361	Electrical machinery industry	122·8	124·0	128·2	132·5	137·5	123·2	129·0	131·0	132·0	134·3	135·4	138·0	139·0	138·9
Order XIII	Textile industries	102·6	104·3	103·7	104·3	103·3	104·5	103·5	104·3	104·7	104·2 r	103·6 r	103·5	103·0	102·9
Order XV	Clothing and footwear industries	110·8	112·4	114·2	116·0	116·3	111·8	114·8	115·8	116·1	116·1	116·1	116·4	116·5	116·5
Order XVII	Timber industries	120·7	122·3	124·3	126·0	127·7	121·6	125·2	125·5	126·0	126·6	127·4	127·8	128·1	128·4
481-484	Paper industries	115·8	116·0	118·0	119·4	121·8	115·9	118·4	119·0	119·5	119·6	121·0	122·0	122·3	122·6
Order XX	Construction materials	114·9	115·6	116·6	118·1	119·9	115·3	117·1	117·5	118·0	118·7	119·6	119·8	120·2	120·4
Part of Order XX	House building materials	117·0	117·8	118·9	120·6	122·3	117·5	119·5	120·0	120·5	121·2	122·0	122·2	122·6	122·7

† Coal, gas and electricity. (Crude oil is included in basic materials used in manufacturing industry.)

NOTES ON WHOLESALE PRICE INDEX NUMBERS

(1) Detailed notes on index numbers of wholesale prices are published in the annual article. They were last shown in the *Board of Trade Journal* of February 21.

(2) The index numbers are constructed on a net sector basis. That is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between that sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

(3) Correspondence about wholesale prices index numbers should be addressed to Statistics Division, Board of Trade, Room 620, Sanctuary Buildings, Great Smith Street, London, S.W.1. Telephone inquiries should be made to 01-222 7877, Ext. 3548 for index numbers, and Ext. 3411 for all other information.

WHOLESALE PRICES, *continued*

Table 2. Price index numbers of output **1963 = 100**

1968 SIC		1968		1969			1968	1969							
		3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	Oct.	Mar.	Apr.	May	June	July	Aug.	Sept. p	Oct. p
	OUTPUT OF MANUFACTURED PRODUCTS														
Orders III to XIX	All manufactured products: Total sales	117·2	118·2	119·5	120·3	121·2	117·5	119·7	120·0	120·3	120·6	121·0	121·1	121·6	121·7
	Home sales	115·7	116·7	118·2	119·2	120·3	116·0	118·5	118·9	119·2	119·5	120·0	120·1	120·7	120·9
Orders IV to XIX	Products of manufacturing industries, other than food, drink and tobacco: Total sales	115·6	116·2	117·0	117·8	118·8	115·9	117·2	117·6	117·8	118·1	118·5	118·8	119·2	119·3
	Home sales	112·8	113·1	114·1	115·1	116·5	113·0	114·4	114·8	115·1	115·4	116·0	116·4	117·0	117·1
	OUTPUT OF SELECTED BROAD SECTORS TO INDUSTRY														
211-229	Products of the food manufacturing industries: Home sales	115·1	115·7	117·0	118·0	118·8	115·4	117·3	117·6	117·9	118·4	118·8	118·2	119·3	119·9
Order V	Chemicals and allied industries: Total sales	108·6	108·6	109·0	109·3	109·8	108·6	108·9	109·6	109·1	109·2	109·7	109·8	110·0	110·0
	Home sales	105·7	105·5	105·7	105·9	106·6	105·6	105·8	106·2 r	105·7 r	106·1 r	106·4	106·7	106·9	106·9
311 and 312	Steel industries: Total sales	107·9	107·8	108·8	110·1	114·8	107·6	109·1	109·3	109·4	111·6	114·5 r	114·8	115·1	115·9
	Home sales	107·1	107·2	107·6	108·7	114·3	107·1	107·8	107·8	107·9	110·5	114·0	114·3	114·7	115·7
Orders VII to XII	Engineering and allied industries: Total sales	116·7	117·4	118·1	118·7	120·1	117·1	118·3	118·5	118·7	119·0	119·5	120·1	120·6	120·7
	Home sales	113·4	113·8	114·9	116·2	118·3	113·7	115·4	115·8	116·2	116·6	117·5	118·4	119·1	119·2
Order VII (excluding MLH 342)	Mechanical engineering: Home sales	115·4	115·8	117·2	118·7	120·9	115·6	117·8	118·3	118·6	119·2	120·2	121·0	121·6	121·7
Order IX	Electrical engineering: Home sales	112·2	112·8	113·7	115·0	117·3	112·7	114·3	114·6	115·1	115·4	116·3	117·1	118·4	118·6
Order XIII	Textile industries other than clothing: Total sales	109·0	110·3	111·6	112·6	113·2	109·7	112·1	112·4	112·6	112·7	113·0	113·2	113·3	113·3
	Home sales	108·0	109·2	110·4	111·3	111·8	108·8	110·7	111·1	111·4	111·5	111·5	111·8	112·0	112·0
Order XV	Clothing and footwear: Home sales	109·1	109·7	110·6	111·3	111·8	109·6	110·7	111·0	111·5	111·6	111·7	111·8	111·9	112·0
Order XVII	Timber industries: Home sales	119·4	119·7	121·3	122·2	123·2	119·5	121·8	122·1	122·3	122·3	122·7	123·3	123·5	123·8
481-484	Paper industries: Home sales	113·5	113·4	116·1	117·2	118·6	113·5	116·8	116·9	117·1	117·5	118·0	118·2	119·7	120·1
Order XX	New construction‡	120	120	122	123			122			123				

‡ Index of building costs figures relate to average for the quarter.

Table 3 (a). Commodities produced in the United Kingdom **1963 = 100**

1968 SIC		1968	1969			
		Oct.	Apr.	Aug.	Sept. p	Oct. p
101	Coal†	115·3	115·2	111·0	111·0	121·6
102/2	Slates	120·6	120·6	120·6	120·6	..
109/3	Salt	97·2	93·9	93·9	93·9	97·2
211	Flour	122·5	122·5	122·5	122·5	122·5
216	Sugar, refined	96·6	98·8	93·9	98·5	98·1
217	Chocolate and sugar confectionery	117·0	122·8	124·6	124·7	125·0
231	Beer	130·7	139·2	140·1	140·1	140·1
240	Tobacco and cigarettes	129·4	138·4	138·4	138·4	138·4
262	Motor spirit, standard grade (including duty)	132·3	144·1	146·5	146·5	146·5
262	Medium fuel oil (950 secs.)	111·9	111·7	108·1	108·1	108·1
263	Lubricating oils and greases	111·6	110·1	110·1	110·1	110·1

1968 SIC		1968	1969			
		Oct.	Apr.	Aug.	Sept. p	Oct. p
271	General chemicals§	103·0	103·8 r	104·6	104·7	104·6
272	Pharmaceutical chemicals	93·6	93·9	94·3	94·4	96·0
272	Pharmaceutical preparations	95·2	94·6	94·6	94·6	94·6
273	Toilet preparations	121·5	122·9	123·9	124·2	124·2
274	Paint	104·8	104·8	104·7	104·7	104·7
275	Soap	117·0	118·7	123·9	124·0	124·2
275	Soapless detergents	103·0	103·2	107·5	107·5	107·5
276/1	Synthetic resins and plastics materials	95·7	96·2	96·6	96·6	96·6
279/7	Photographic paper and films and photochemical materials	117·3	118·4	118·4	118·4	118·4
311/2	Steel sheets	102·2	102·2	109·0	109·0	109·0
311/2	Tinplate	108·4	108·4	115·9	115·9	115·9
311/2	Other finished sheets	107·3	108·3	114·6	115·0	116·0

† This index is based on prices ruling on the last day of the month. § Revised figures for March 1969 = 103·1, May 10 = 3·9, June = 104·5, July = 104·6.

(Continued on next page)

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WHOLESALE PRICES, *continued*

Table 3 (a) (*Continued*). Commodities produced in the United Kingdom **1963 = 100**

1969 SIC		1968	1969			
		Oct.	Apr.	Aug.	Sept. p	Oct. p
312	Steel tubes	113·8	114·0	121·3	121·8	123·5
313/3 and 313/4	Iron castings	113·9	117·2	118·3	118·5	118·5
321	Aluminium and aluminium alloy products:					
	Rolled	129·3	134·8	134·8	134·8	137·5
	Extruded and drawn	126·6	134·3	134·3	134·3	136·5
	Castings	125·4	138·6	140·7	142·1	142·1
	Forgings	117·8	117·8	122·2	122·2	124·3
322	Brass ingot 65-35, B.S. 1400: B.3 delivered	202·8	239·6	252·4	254·9	254·7
353/1	Dental goods	125·8	125·2	127·5	128·2	128·6
365/1	Gramophone records, etc.	104·2	104·5	104·5	104·1	104·0
368	Domestic electrical appliances	104·2	104·0	104·0	104·9	105·1
391	Tools and implements	119·0	122·0	124·7	126·6	128·0
392	Cutlery, spoons and forks	118·7	119·0	120·8	121·8	122·7
	Cutlery (other than razors and razor blades)	123·5	123·1	123·2	126·1	128·5
	Spoons and forks	139·5	140·3	141·6	141·6	141·6
399/6	Domestic hollow-ware	137·2	141·9	145·8	146·5	146·5
399/7	Vats, tanks, cisterns and other industrial hollow-ware	112·4	113·5	118·2	118·7	118·7
399/9	Domestic gas appliances	102·0	102·0	102·0	102·0	102·0
411	Man-made fibres	86·6	87·1	87·5	87·6	87·6
412, 414/5 and 415	Man-made fibres yarns	100·0	101·8	102·5	102·4	102·3
412/1	Cotton and cotton mixture yarns	131·6	133·5	136·2	135·3	..
413/1	Cotton cloth	125·5	131·9	134·3	134·5	..
413/5	Man-made fibres fabrics	106·7	108·1	109·3	109·2	109·2
413/6	Linen	125·3	125·1	126·3	127·8	127·8
414/1	Wool tops	87·9	85·7	87·1	86·3	84·6
414/2	Worsted yarn	99·5	99·7	100·4	100·3	99·4
414/5	Woollen fabric	111·0	112·3	113·8	113·8	113·8
415/1	Jute yarn	144·7	155·8	155·8	153·0	151·8
415/2	Jute piece-goods	137·2	147·0	147·0	147·0	147·0
416	Rope, twine and net	95·8	98·0	98·9	99·4	99·9
417	Hosiery and other knitted goods	97·8	98·9	99·1	99·1	99·1
419	Carpets and rugs	110·6	114·1	114·1	114·5	114·7
422/2	Canvas goods and sacks	110·1	108·7	106·0	109·3	109·3
431/1	Leather for footwear	127·7	140·8	138·1	139·1	..
432/1	Travel goods	115·5	118·0	120·1	120·1	120·1
441-449	Made-up clothing	109·2	110·7	111·5	111·6	111·7

1968 SIC		1968	1969			
		Oct.	Apr.	Aug.	Sept. p	Oct. p
441	Weatherproof outerwear	105·7	105·9	107·0	107·1	107·1
442	Men's and boys' tailored outerwear	108·2	108·5	109·6	109·7	109·7
443	Women's and girls' tailored outerwear	112·0	112·9	113·3	113·5	113·9
445/1	Women's and girls' light outerwear	111·5	114·4	114·5	114·5	114·6
450	Footwear	110·2	111·4	112·0	112·2	112·4
461/1	Refractory goods, including bricks	112·9	115·4	119·2	119·2	119·8
461/2	Non-refractory goods, including bricks	110·1	111·4	112·9	113·0	113·0
	Building bricks, flettton, common, *delivered*	112·5	116·2	116·2	116·2	116·2
	Building bricks, common, other than flettton, *ex-works*	120·6	119·0	121·0	121·1	121·1
462/3	Domestic china and earthenware	125·3	126·0	130·3	131·6	131·6
463/1	Glass (other than containers)	110·4	112·0	112·6	112·6	112·6
463/2	Glass containers	109·6	113·1	113·1	113·1	113·1
464	Cement, delivered	109·0	109·0	109·0	109·0	109·0
469/1	Abrasive paper and cloth	113·8	113·8	120·2	120·2	120·2
469/2	Cast stone and cast concrete products	110·6	110·7	111·3	111·3	111·3
471/1	Home-grown hardwood, sawn	109·6	111·6	114·0	114·5	114·9
471/2	Building joinery	125·6	128·0	129·2	129·2	130·1
472	Domestic furniture	118·4	120·7	121·6	121·8	121·8
473	Bedding, etc.	115·4	118·3	122·2	122·3	122·3
481	Paper and board	113·4	116·0	117·8	118·7	118·9
482/1	Cardboard boxes, cartons and fibreboard packing cases	114·6	121·4	122·7	124·0	125·0
482/2	Packaging products of paper etc.	113·7	113·7	115·8	116·9	117·1
	Paper bags	106·5	112·0	112·3	114·8	115·3
483	Manufactured stationery	114·5	118·5	119·3	123·2	123·3
484/1	Wallpaper	130·8	124·2	124·2	124·1	124·1
491/1	Rubber tyres and tubes	105·4	107·4	112·3	113·2	113·6
491/2	Rubber goods (other than tyres and tubes)	108·8	112·5	114·5	115·4	116·2
492	Linoleum and felt base	129·7	129·7	129·7	129·7	129·7
493	Brushes and brooms	111·0	114·5	115·0	115·1	115·1
494/1	Toys and games	115·4	118·9	119·2	119·2	119·2
494/2	Perambulators, etc.	116·7	119·3	121·6	121·6	121·6
494/3	Sports equipment	111·7	112·8	113·0	114·3	..
495/1	Pens and pencils	114·1	114·5	114·7	116·7	117·0
495/2	Other stationers' goods	112·0	115·0	115·4	115·4	115·4
496/2	Plastics products (other than components and accessories)	90·9	93·4	93·7	94·3	94·9

(*Continued on next page*)

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Table 3 (b). Commodities wholly or partly imported into the United Kingdom **1963 = 100**

	1698	1969			
	Oct.	Apr.	Aug.	Sept.	Oct.
Hides and skins	138·2	167·9	152·1	153·7	152·4 p
Imported	130·8	164·0	145·7	150·0	147·6
Native	148·3	173·3	160·7	158·8	158·8 p
Non-ferrous metals:					
Aluminium, virgin ingot, delivered	131·5	136·7	136·7	136·7	140·3
Copper, ex-ship, wharf or warehouse†	195·0	250·7	290·2	285·2	280·8
Lead, ex-ship, wharf or warehouse†	165·2	178·9	210·9	210·7	195·9
Nickel, refined, delivered§	140·5	153·6	153·6	153·6	153·6
Tin, ingot, min. 99·75% settlement price†	144·7	153·7	161·5	161·4	164·5
Zinc, ex-ship, wharf or warehouse†	144·0	150·3	162·0	165·1	164·7
Oils, resins and gums:					
Palm oil, c.i.f., in bulk	77·8	94·1	93·4	97·1	102·9
Whale oil, crude	147·3	131·4	147·3	147·3	147·3
Pyrites, c.i.f., United Kingdom ports	150·9	156·5	160·9	159·1	159·1
Natural rubber	91·0	112·9	123·3	117·3	111·7 p
Sulphur, crude (for acid making), c.i.f.	216·6	205·5	166·9	166·9	..

	1968	1969			
	Oct.	Apr.	Aug.	Sept.	Oct.
Textiles:					
Cotton, raw	110·0	105·0	102·0	101·6	102·4
Jute, raw, PWC grades, c.i.f. Dundee	163·4	179·0	156·8	155·3	153·8
Jute, raw, PWB grades, c.i.f. Dundee	150·3	161·5	144·8	142·7	141·1
Silk, raw, delivered mill	137·6	129·5	139·9	145·0	146·7 p
Sisal, East Africa, No. Grade, c.i.f. London	56·4	51·6	51·6	51·6	51·6
Wool, raw	89·6	85·5	83·4	82·0	80·6 p
Crossbred, medium and coarse, c.i.f. UK	77·7	71·0	70·7	70·7	68·0 p
Crossbred, fine, c.i.f. UK	92·6	87·2	84·5	82·3	81·3
Merino, c.i.f. UK	100·6	95·5	91·5	89·7	89·0 p
Timber:					
Imported hardwood (ex-yard or wharf)	128·0	131·6	134·2	134·3	134·4 p
Imported plywood (delivered to consumers)	126·7	134·0	135·9	136·6	136·6 p
Imported softwood (delivered to consumers)	127·5	131·5	132·9	133·2	133·6
Woodpulp, imported	119·2	125·0	127·8	127·8	128·0

†L.M.E. means of buyers' and sellers' prices at close of morning session.
§Producers' price.

INDEX NUMBERS OF WHOLESALE PRICES

The index numbers of wholesale prices relative to 1963 = 100 *supersede those previously published on the base* 1954 = 100. *For the convenience of those who use the index numbers in long-term contracts to take account of changes in the costs of materials, the Board of Trade will continue to publish indices relating to materials used in broad sectors of industry on the base* 1954 = 100 *until December* 1971. *From January* 1969 *the index numbers in the accompanying table have been given the month to month movements of the equivalent index in the* 1963 = 100 *Series. For users of other* 1954 *based index numbers who wish to continue the series in this way, conversion factors will be provided on request.*

Price index numbers of materials purchased **1954 = 100**

1958 SIC		1969		
		Aug.	Sept. p	Oct. p
	MATERIALS PURCHASES BY MANUFACTURING INDUSTRY			
Orders III to XVI	Basic materials and fuel used in manufacturing industry	124·7	124·9	125·8
	Basic materials	120·3	120·6	121·4
	Fuel	158·9	158·9	160·4
Orders IV to XVI	Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries.	130·4	129·7	130·0
	Basic materials other than fuel	125·3	124·6	124·6
	MATERIALS AND FUEL PURCHASED BY SELECTED BROAD SECTORS OF INDUSTRY			
211 to 229	Food manufacturing industries	113·5	115·6	117·7
263 to 277	Chemicals and allied industries	125·8	125·8	126·5
331 to 349 (excluding 342)	Mechanical engineering industries	167·9	168·4	169·3
361	Electrical machinery industry	166·3	167·5	167·4
Order X	Textile industries§	100·6	100·2	100·1
Order XIV	Timber industry	141·5	141·8	142·2
481 to 483	Paper industries	128·9	129·2	129·6
Order XVII	Construction materials	146·7	147·3	147·4
Part of Order XVII	House building materials	149·9	150·5	150·6

§ Revised figure for July 1969: 100·8.

Retailers' stocks in September

THE VALUE of stocks held by retailers at the end of September showed an increase of 9 per cent compared with September 1968, the same increase as that recorded in August and slightly below the average for the first eight months of the year.

In volume terms, retailers' stocks were 4 per cent higher than in the corresponding month last year, somewhat smaller than those recorded in most other months of this year.

Estimate of levels and percentage increases in retailers' stocks

Index numbers (end 1960 = 100) *and percentage increase on a year earlier*
(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
At current prices												
1960	94	99	102	103	105	104	99	98	102	109	113	100
1961	98	102	107	109	110	111	108	107	110	117	122	106
1962	103	106	112	113	116	112	110	110	112	121	127	111
1963	106	109	116	117	119	116	113	113	114	125	134	117
1964	115	117	123	125	125	124	118	122	125	133	143	126
1965	121	124	133	134	136	133	128	132	133	141	151	133
1966	128	131	141	140	144	143	135	141	141	150	160	137
1967	133	136	144	145	148	145	137	142	140	150	159	139
1968	136	139	151	152	156	154	148	154	153	164	176	157
1969	151	155	168	166	170	168	162	168	167			
1968	*2*	*2*	*5*	*5*	*6*	*6*	*8*	*8*	*9*	*10*	*11*	*13*
1969	*11*	*12*	*11*	*10*	*9*	*10*	*10*	*9*	*9*			
At constant (Dec. 1960) prices												
1960	95	100	103	105	106	105	100	99	102	109	113	100
1961	98	102	106	107	109	109	106	104	107	113	118	103
1962	100	102	108	109	110	107	105	104	106	114	120	104
1963	100	103	110	110	112	110	107	106	108	118	126	110
1964	108	109	114	116	115	114	109	113	115	122	130	115
1965	110	112	121	121	122	119	115	119	119	126	135	119
1966	115	117	126	124	128	127	119	123	124	131	140	120
1967	116	118	125	126	128	126	119	124	122	130	138	121
1968	118	120	130	128	132	129	123	128	128	136	146	130
1969	124	127	136	134	138	135	130	134	133			
1968	*1*	*1*	*4*	*2*	*3*	*2*	*4*	*4*	*5*	*5*	*6*	*8*
1969	*5*	*6*	*5*	*5*	*4*	*5*	*5*	*5*	*4*			

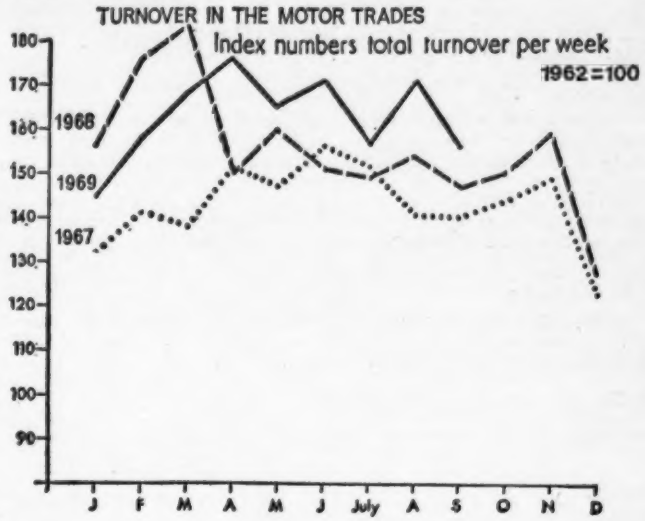
Retailers' stocks in United Kingdom at end of December 1960 were £993 million at current prices.

Turnover of the motor trades in September

THE VALUE of the total turnover of the motor trades in the third quarter of 1969 was 7 per cent higher than in the corresponding period of 1968, a somewhat greater increase compared with a year earlier than the 1 per cent rise recorded in the first half of 1969 as a whole. The increase in the volume of sales between the third quarter was, in view of the price increases over this period, somewhat less than the increase of 7 per cent in the value of sales.

The value of sales of new motor vehicles in the third quarter was 8 per cent higher than in the same period last year, a rise which succeeded a fall of 5 per cent between the first halves of 1968 and 1969; this more favourable comparison with a year earlier probably reflects the increase in the demand for cars which, as shown by the seasonally adjusted figures of new registrations, took place in the third quarter of 1969. For secondhand vehicles, the corresponding changes in the values of sales on a year earlier were decreases of 2 per cent in the third quarter and of 5 per cent in the first half of 1969.

The value of sales of petrol, oil and accessories, together with receipts from servicing and repairs in September, were 11 per cent higher than in September, 1968, an increase not different from the average level of increase in the third quarter as a whole.



Index number of turnover per week and percentage increase on a year earlier (†)

1962=100

Kind of business (Turnover in 1962 £ million)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total turnover	1964	127	128	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
(£2,979 million)	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	133	146	157	125	108	133	144	158	173	150	149	151	116	112	108	111	99
	1967	143	137	152	144	137	132	141	138	151	147	156	153	142	140	144	149	123
	1968	155	172	154	150	144	156	176	183	150	160	151	149	154	147	150	159	127
	1969	163‡	157	171	161		145	158	165	176	165	171	157	171	156			
	1968	*9*	*26*	*1*	*4*	*5*	*18*	*24*	*33*	*– 1*	*9*	*– 3*	*– 2*	*9*	*5*	*5*	*7*	*3*
	1969	*5§*	*– 9*	*11*	*7*		*– 7*	*–10*	*–10*	*17*	*3*	*13*	*5*	*11*	*6*			
Analysis of turnover:																		
Sales of new motor vehicles	1964	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
(£1,119 million)	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	136	173	178	112	80	155	166	192	227	160	154	163	92	87	82	88	72
	1967	145	145	159	139	138	139	150	145	161	156	161	151	136	133	143	156	120
	1968	158	204	148	140	141	185	209	214	136	165	144	130	149	141	149	172	111
	1969	162‡	162	172	151		141	167	174	190	165	164	135	173	146			
	1968	*9*	*41*	*– 7*	*1*	*2*	*33*	*39*	*48*	*–15*	*6*	*–11*	*–14*	*9*	*6*	*4*	*10*	*– 8*
	1969	*– 1§*	*–21*	*17*	*8*		*–24*	*–20*	*–19*	*35*	Nil	*14*	*3*	*16*	*3*			
Sales of second-hand motor vehicles	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
(£568 million)	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	119	135	153	103	85	111	138	151	158	154	148	129	94	91	89	92	76
	1967	133	124	150	141	117	105	134	133	148	143	158	148	138	139	135	135	89
	1968	137	158	142	135	112	125	174	173	142	149	137	139	139	129	127	126	90
	1969	139‡	135	150	132		119	139	147	157	144	148	127	145	126			
	1968	*5*	*27*	*– 6*	*– 5*	*– 4*	*19*	*30*	*31*	*– 4*	*4*	*–13*	*– 6*	*1*	*– 7*	*– 6*	*– 7*	Nil
	1969	*– 4§*	*–15*	*5*	*– 2*		*– 5*	*–20*	*–15*	*10*	*– 3*	*9*	*– 8*	*4*	*– 2*			
All other sales and receipts	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
(£1,292 million)	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	138	128	140	146	137	124	126	132	133	141	146	151	146	143	139	140	133
	1967	144	136	146	150	146	138	137	134	144	141	151	156	149	145	148	149	141
	1968	160	151	164	165	160	144	147	160	165	161	164	171	166	159	162	161	157
	1969	174‡	162	179	182		160	158	166	173	174	188	189	181	177			
	1968	*11*	*11*	*12*	*10*	*10*	*5*	*8*	*19*	*15*	*14*	*9*	*9*	*12*	*9*	*10*	*8*	*11*
	1969	*9§*	*7*	*9*	*11*		*11*	*7*	*4*	*4*	*8*	*14*	*11*	*9*	*11*			

† The periods consist of four weeks except those marked * which are five weeks.
‡ Index numbers from period January to September, 1969.
§ Percentage change for period January to September, 1969, compared with the corresponding period of 1968.

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Turnover of the catering trades, laundries and dry cleaners and hairdressers in September

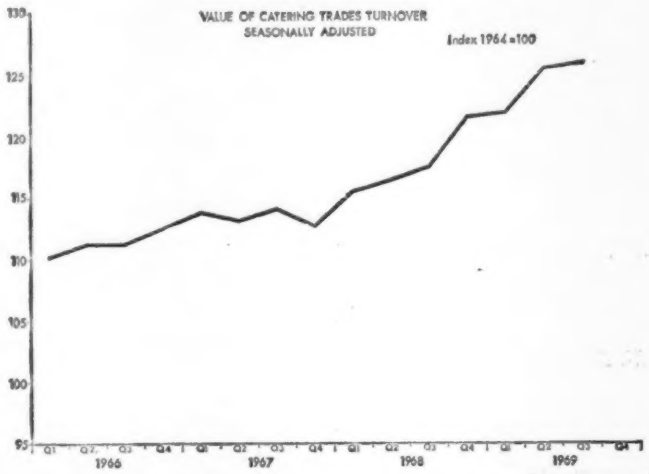
BETWEEN THE THIRD QUARTER of 1968 and the third quarter of 1969 the turnover of the catering trades increased by 7 per cent, and of laundries and dry cleaners by 2 per cent; much the same increases on a year earlier as had prevailed in the second quarter. The turnover of hairdressers was no different in the third quarter of 1969 from the third quarter of 1968, whereas in the second quarter there had been an increase of 1 per cent on a year earlier.

Catering trades

After allowing for seasonal influences, the value of the turnover of the catering trades in the third quarter of 1969 was very little higher than in the second quarter.

Value of catering trades' turnover
Seasonally adjusted index numbers of sales per week (current prices) 1964 = 100

	1967	1968	1969
1st quarter	114	116	122
2nd quarter	113	116	125
3rd quarter	114	118	126
4th quarter	113	122	



In September there was a 6 per cent increase in turnover compared with a year earlier, somewhat smaller than the increases recorded in the previous two months. Account must, however, be taken of the fact that the five week September period ended on October 4, 1969, six days later than the comparable September period in 1968. This slightly later period may account for the smaller increases shown in September by the three principal kinds of business within the catering trades – public houses; restaurants, cafes, etc., and licensed hotels. The later the period at this time of year the less likely is it to be influenced by holidays, and this may also have led to a rather higher increase in September in the turnover of canteens.

Table 1. Catering

Index numbers of turnover per week *and percentage increase on a year earlier* † 1964 = 100

Kind of business (Turnover in 1964)		Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Caterers (£1,985 million)	1966	111	95	114	128	108	91	94	99	109	110	121	130	130	125	108	100	114
	1967	113	100	115	131	108	95	98	104	108	111	123	133	133	128	108	101	114
	1968	117	100	120	135	115	96	100	103	115	114	128	135	138	132	115	109	119
	1969		107	128	145		108	104	109	124	124	136	147*	148	140			
	1968	*3*	—	*4*	*3*	*6*	*1*	*1*	*–1*	*7*	*2*	*4*	*1*	*4*	*4*	*7*	*8*	*5*
	1969	*7§*	*7*	*7*	*7*		*12*	*4*	*5*	*8*	*9*	*6*	*9*	*7*	*6*			
Licensed hotels and holiday camps (£286 million)	1966	111	76	117	157	94	71	73	83	96	111	140	165	166	143	110	83	91
	1967	114	82	120	158	97	74	79	90	97	116	143	161	166	149	111	88	93
	1968	122	83	128	169	107	76	81	90	107	119	153	172	180	159	121	100	101
	1969		91	140	180		87	87	97	120	132	161	186*	191	165			
	1968	*7*	*2*	*7*	*7*	*10*	*4*	*3*	*–1*	*11*	*3*	*7*	*7*	*9*	*6*	*10*	*13*	*8*
	1969	*8§*	*9*	*9*	*6*		*14*	*6*	*8*	*12*	*11*	*6*	*8*	*6*	*4*			
Restaurants, cafes, etc., and fish and chip shops (£521 million)	1966	111	97	110	132	103	93	98	99	107	106	117	133	134	131	106	100	102
	1967	112	100	110	134	105	95	102	102	107	105	117	132	137	133	109	103	104
	1968	116	101	116	139	109	96	103	103	115	108	122	135	142	140	113	108	108
	1969		104	123	147		103	103	105	120	116	130	145*	151	145			
	1968	*4*	*1*	*5*	*4*	*4*	*1*	*2*	*1*	*7*	*4*	*4*	*2*	*4*	*5*	*1*	*5*	*4*
	1969	*5§*	*3*	*6*	*5*		*7*	—	*2*	*4*	*7*	*8*	*8*	*6*	*3*			
Public houses (£1,033 million)	1966	112	98	116	122	114	94	96	102	114	112	120	123	123	120	109	103	128
	1967	115	103	117	127	113	99	101	109	111	114	124	131	128	123	107	102	126
	1968	118	102	121	128	120	100	101	105	119	115	127	130	130	125	115	111	131
	1969		111	131	140		115	107	112	129	127	135	144*	142	135			
	1968	*2*	*–1*	*3*	*1*	*6*	*1*	—	*–3*	*7*	*1*	*3*	*–1*	*2*	*2*	*8*	*9*	*4*
	1969	*9§*	*9*	*8*	*9*		*14*	*6*	*6*	*8*	*10*	*7*	*11*	*9*	*8*			
Canteens (‡) (£145 million)	1966	106	110	105	98	112	107	111	113	104	110	103	95	93	104	110	115	111
	1967	105	108	105	95	110	109	110	105	111	107	100	94	90	99	108	116	108
	1968	109	114	107	101	116	110	114	117	106	113	104	99	97	104	114	121	114
	1969		120	113	104		119	119	123	111	116	111	99*	101	111			
	1968	*5*	*5*	*2*	*6*	*5*	—	*4*	*11*	*–5*	*5*	*4*	*6*	*7*	*5*	*5*	*4*	*6*
	1969	*5§*	*6*	*5*	*4*		*8*	*4*	*5*	*5*	*3*	*7*	*–1*	*5*	*7*			

§ January-September.
† The monthly periods consist of four weeks, except those marked * which are of five weeks. The September 1969 period was the five weeks from August 31, 1969, to October 4, 1969, the September 1968 period was from August 25, 1968, to September 28, 1968.
‡ Includes catering contractors other than outside catering contractors, which are included with restaurants, cafes, etc.

Laundries and dry cleaners

Although the turnover of laundries and dry cleaners showed a rise of 4 per cent in September 1969 compared with a year earlier, turnover in 1968 was poor. This is particularly noticeable in the dry cleaners kind of business, where turnover increased by 3 per cent between September 1968 and 1969, but was still below the level of September 1966. Laundries showed an increase in turnover of 6 per cent in September 1969 compared with September 1968.

Hairdressers

The value of the turnover of men's hairdressers and men's hairdressers/tobacconists was 1 per cent higher in September 1969 than in September 1968. The turnover of women's hairdressers fell by 2 per cent between these two periods, causing the total turnover for all hairdressers to fall by 1 per cent between September 1968 and September 1969.

Table 2. Laundries and dry cleaners (excluding launderettes)

Index numbers of turnover per week *and percentage increase on a year earlier* †

1966 = 100

Kind of Business (Turnover in 1966 Provisional Estimates)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Laundries and Dry-Cleaners (£137 million)	1966	100	96	102	102	100	89	97	101	96	107	103	104	100	101	106	102	93
	1967	100	97	104	102	99	94	100	96	104	104	104	104	99	102	104	101	93
	1968	100	96	103	101	100	90	97	100	100	105	102	104	100	100	104	104	94
	1969		97	105	103		93	97	101	102	109	103	103*	101	104			
	1968	—	*-1*	*-1*	*-1*	*2*	*-4*	*-3*	*4*	*-4*	*1*	*-1*	—	—	*-2*	—	*3*	*1*
	1969	2½	*1*	*2*	*2*		*4*	*-1*	*1*	*2*	*4*	*1*	—	*1*	*4*			
Laundries (£81 million)	1966	100	98	101	100	100	95	100	100	96	105	102	104	98	99	105	103	95
	1967	100	97	103	100	99	98	100	95	102	104	103	104	99	99	102	102	93
	1968	101	97	102	101	102	95	98	99	98	105	103	105	100	99	105	106	96
	1969		101	105	105		99	100	103	101	110	105	107*	103	105			
	1968	*1*	—	*-1*	*1*	*3*	*-3*	*-2*	*4*	*-5*	*1*	*-1*	*1*	*1*	*1*	*3*	*4*	*3*
	1969	3½	*3*	*3*	*4*		*4*	*2*	*4*	*3*	*4*	*2*	*2*	*3*	*6*			
Dry-cleaners, etc. (£56 million)	1966	100	93	104	104	99	81	93	103	97	111	103	105	102	105	108	101	90
	1967	101	96	105	104	99	88	101	99	106	105	104	103	100	108	107	99	91
	1968	99	94	103	100	98	82	96	102	104	105	101	101	99	101	103	102	90
	1969		92	103	99		84	91	98	103	108	100	96*	97	104			
	1968	*-2*	*-2*	*-2*	*-3*	*-1*	*-6*	*-4*	*4*	*-2*	—	*-3*	*-2*	*-1*	*-6*	*-4*	*2*	*-2*
	1969	-1½	*-3*	—	*-1*		*3*	*-5*	*-4*	*-1*	*2*	*-1*	*-4*	*-2*	*3*			

For notes see Table 1.

Table 3. Hairdressers

Index numbers of turnover per week *and percentage increase on a year earlier* †

1966 = 100

Kind of Business (Turnover in 1966 Provisional estimates)	Year	1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	Jan.	Feb.	Mar.*	Apr.	May	June*	July	Aug.	Sept.*	Oct.	Nov.	Dec.*
Total all Hairdressers (£136 million)	1966	100	95	100	102	103	91	94	99	100	102	99	104	103	100	100	98	108
	1967	102	98	102	104	104	96	98	101	101	103	102	105	105	101	101	101	110
	1968	104	98	104	106	107	94	98	102	104	103	105	108	107	105	103	103	113
	1969		101	105	106		99	98	104	106	107	104	107*	108	103			
	1968	*2*	—	*2*	*3*	*3*	*-2*	*-1*	*1*	*3*	—	*3*	*2*	*2*	*3*	*2*	*3*	*3*
	1969	1½	*3*	*1*	-		*5*	—	*3*	*1*	*4*	*-1*	—	*1*	*-1*			
Men's hairdressers and men's hairdresser-tobacconists (£27 million)	1966	100	94	98	104	105	95	92	93	95	98	100	105	103	103	102	98	113
	1967	103	97	99	106	108	99	98	96	96	98	103	109	105	104	102	102	116
	1968	105	97	103	109	110	100	98	95	100	98	109	109	108	109	103	104	121
	1969		100	105	112		101	98	99	102	103	109	112*	114	110			
	1968	*2*	—	*4*	*3*	*2*	*1*	—	*-1*	*5*	—	*6*	*1*	*3*	*5*	*1*	*2*	*4*
	1969	2½	*2*	*2*	*3*		*1*	*1*	*4*	*1*	*5*	—	*2*	*5*	*1*			
Women's hairdressers and men's and women's hairdressers (£109 million)	1966	100	95	101	102	102	90	94	101	102	103	99	104	102	99	99	98	106
	1967	102	99	103	103	103	95	99	103	103	104	101	104	104	101	100	100	107
	1968	103	98	105	105	106	92	98	104	106	105	103	107	107	103	103	103	110
	1969		101	106	104		99	97	106	107	109	102	106*	106	101			
	1968	*2*	—	*2*	*3*	*3*	*-2*	*-1*	*1*	*3*	*1*	*2*	*3*	*2*	*2*	*3*	*3*	*3*
	1969	1½	*3*	*1*	*-1*		*7*	*-1*	*2*	*1*	*4*	*-1*	*-1*	*-1*	*-2*			

For notes see Table 1.

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Internal Combustion Engines for Second Quarter 1969
Scientific and Industrial Instruments and Apparatus for Second Quarter 1969
Cranes for Second Quarter 1969
Watches and Clocks, etc., for Second Quarter 1969
Office Machinery for Second Quarter 1969
Electric Light Fittings for Second Quarter 1969

A complete list of titles in the production series was last published in the *Board of Trade Journal* on October 29, on page 1155.

Miscellaneous Series:

Monthly at £5 5s. a year post free:

Motor Vehicle Registrations for September 1969.

Footwear industry: orders and deliveries

TO ASSIST in the interpretation of trends, seasonally adjusted series are given for the first time in addition to the unadjusted (i.e. actual) figures. Whilst the method used in adjusting for seasonal variation removes the normal seasonal fluctuations a deseasonalised series, although comprised mainly of the trend, does include irregular variations. In order to obtain a better guide to underlying movement averages of three months' figures have therefore been used in the following commentary.

In the third quarter of 1969 net new orders received by the footwear industry were 9 per cent more than in the second quarter; deliveries were 3 per cent more. During the third quarter, net new orders received were at about the same level as deliveries with the result that order books at the end of September showed little change from the position at the end of June.

Care should be exercised in the interpretation of these statistics, which are available by total pairage only; no allowance is, therefore, possible for the differing values of the various types of footwear. A more detailed explanation of the statistics is given in the comment introducing the series in the issue of the *Board of Trade Journal* for March 24, 1967. A breakdown of deliveries by types of footwear in pairage terms is published in the Board of Trade Business Monitor Production Series (Reference P17).

Million pairs

	Orders on-hand (end period)		Net new orders		Deliveries	
1964	35·8		—		16·8	
1965	39·9		16·8		16·5	
1966	33·9		15·7		16·2	
1967	37·9		16·2		15·9	
1968	41·2		17·0		16·8	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1967 1st qtr.	40·5	37·3	18·3	16·9	16·1	15·7
2nd qtr.	41·9	33·2	15·6	14·5	15·2	15·9
3rd qtr.	30·2	34·8	12·0	16·3	15·9	15·8
4th qtr.	37·9	37·9	18·9	17·0	16·3	16·0
1968 1st qtr.	46·0	40·1	19·8	17·4	17·1	16·7
2nd qtr.	50·0	38·4	16·8	15·7	15·4	16·2
3rd qtr.	38·2	42·0	13·0	18·1	17·0	16·9
4th qtr.	41·2	41·2	18·5	17·0	17·5	17·3
1969 1st qtr.	47·5	42·0	19·1	16·8	17·0	16·6
2nd qtr.	48·9	39·4	15·7	15·1	15·2	16·0
3rd qtr.p	34·6	39·6	11·8	16·5	16·5	16·4
1968 July	43·6	38·8	9·4	17·6	15·8	17·2
Aug.	41·3	40·6	12·8	18·4	15·1	16·6
Sept.	38·2	42·0	16·9	18·2	20·0	16·8
Oct.	39·6	42·3	20·9	17·5	19·5	17·2
Nov.	38·1	38·9	17·3	13·4	18·8	16·8
Dec.	41·2	41·2	17·4	20·1	14·3	17·8
1969 Jan.	39·7	41·2	13·7	16·8	15·2	16·8
Feb.	44·2	42·8	22·1	17·6	17·6	16·0
Mar.	47·5	42·0	21·4	16·1	18·1	16·9
Apr.	50·5	42·8	18·3	16·6	15·3	15·8
May	52·4	41·7	16·8	14·5	14·9	15·6
June	48·9	39·4	12·0	14·3	15·5	16·6
July p	42·8	40·1	9·1	17·2	15·2	16·5
Aug. p	38·8	39·5	11·1	16·0	15·1	16·6
Sept. p	34·6	39·6	15·1	16·3	19·3	16·2

The actual figures have been adjusted to allow for differences in the length of the working months but not for holidays or for any other seasonal variations; the annual and quarterly figures of net new orders and deliveries are monthly averages.

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in September showed a decrease of 3 per cent on a year earlier, compared with decreases of 8 per cent in July and 3 per cent in August.

The value of stocks at the end of September was 8 per cent higher than a year earlier.

Table 1. Total sales and stocks

Index numbers and *percentage increase compared with a year earlier* 1950 = 100

	Value of home sales		Value of stock end period	
1966	110	*– 3*	..	..
1967	104	*– 5*	..	..
1968	108	*4*	..	..
1968 1st quarter	102	*10*	135	*–15*
2nd quarter	93	*3*	129	*– 6*
3rd quarter	105	*1*	146	*– 2*
4th quarter	132	*3*	126	*8*
1969 1st quarter	88	*–13*	153	*13*
2nd quarter	98	*5*	138	*7*
3rd quarter	100	*– 4*	157	*8*
1968 September	135	*– 2*	146	*– 2*
October	146	*4*	134	*1*
November	137	*5*	134	*6*
December	113	*– 2*	126	*8*
1969 January	62	*– 9*	129	*9*
February	90	*– 8*	143	*10*
March	113	*–19*	153	*13*
April	108	*12*	143	*9*
May	96	*– 1*	149	*8*
June	90	*6*	138	*7*
July	76	*– 8*	149	*12*
August	93	*– 3*	153	*7*
September	131	*– 3*	157	*8*

Table 2. Analysis by department

Percentage increase compared with a year earlier

	Sales		Stocks‡
	September 1969	Jan.–September 1969	September 1969
Women's knitted outerwear, blouses and skirts	*–6*	—	*38*
Women's coats, costumes, furs and raincoats	*–15*	*– 2*	*5*
Women's underwear	—	*– 6*	*36*
Women's hose and children's socks	*2*	*– 8*	*–29*
Women's millinery	*2*	*– 8*	*– 1*
Haberdashery, ribbons and wool	*–18*	*– 3*	*8*
Children's wear	—	*– 2*	*32*
Men's and boys' shirts, pyjamas and outfitting	*– 7*	*– 4*	*11*
Gloves	*13*	*6*	*– 4*
Piece-goods and nets	*–37*	*–12*	*– 5*
Household textiles	*–35*	—	*– 2*
Floor coverings, furniture and hardware	*5*	*– 6*	*–10*
Total†	*– 3*	*– 4*	*8*

†Including some items not included among the sub-headings. ‡Values at cost.

Note:

These statistics are prepared by Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4 (Tel. 01-248 4444).

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

INFORMATION ABOUT the commercial standing of overseas firms is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent or representative. Many status reports are on record, and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of firms overseas, the scope of their activities, and the size of their organization, and their suitability to act as your representatives. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in September was 7 per cent less than in September 1968.

Statistics issued by the Wool Industry Bureau of Statistics show that in the nine months January-September deliveries of woven fabrics (excluding blankets) were 2 per cent less than in the same period of 1968 and deliveries of worsted yarn (excluding semi-worsted yarn) were 4 per cent less.

Production of wool and hair tops was 5 per cent less and of man-made fibre tops 19 per cent more.

Output of the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (†)	Worsted yarn (§)	Woven fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and hair	Man-made fibres			Woollen	Worsted	
	Million lb.				Million sq. yds.			
1963	457·8	304·0	42·2	313·1	239·7	176·8	148·6	35·1
1964	418·3	265·2	56·8	325·8	233·3	177·1	148·3	32·9
1965	402·6	247·6	57·1	321·8	227·6	175·3	147·6	32·8
1966	388·2	229·8	62·9	314·7	220·9	168·4	133·9	30·5
1967	359·9	203·1	60·9	304·4	197·6	163·2	131·3	28·7
1968	391·4	213·0	80·2	324·9	216·6	162·4	132·3	32·7
1968 1st qtr.	102·9	57·0	19·0	85·0	54·5	39·8	35·5	9·0
2nd qtr.	100·3	55·9	19·1	81·5	53·8	40·8	32·2	6·8
3rd qtr.	87·5	48·2	19·3	72·0	51·2	40·4	30·0	7·5
4th qtr.	100·6	51·9	22·8	86·5	56·9	41·5	34·6	9·4
1969 1st qtr.	105·4	55·3	23·9	86·3	58·0	37·9	34·9	7·9
2nd qtr.	100·6	52·8	22·7	82·9	57·2	40·8	32·2	10·2
3rd qtr.	84·7	45·7	21·6	66·3	48·9	38·8	29·6	5·6
1968 Sept.	32·1	17·7	7·4	26·1	18·4	13·4	11·0	3·1
Oct.	35·8	18·6	8·2	30·3	21·3	15·8	12·6	3·5
Nov.	34·0	17·5	8·1	29·9	19·0	13·8	11·6	3·0
Dec.	30·8	15·8	6·3	26·4	16·6	11·9	10·3	2·9
1969 Jan.	38·1	19·6	8·3	32·0	20·0	14·6	12·4	3·2
Feb.	33·6	17·4	7·8	27·5	19·1	11·6	11·2	2·5
Mar.	33·7	18·4	7·8	26·7	18·9	11·8	11·3	2·2
Apr.	33·9	17·2	7·7	28·6	18·6	12·6	10·7	3·2
May	31·8	17·2	7·5	25·7	19·2	14·0	10·5	4·7
June	34·9	18·3	7·5	28·7	19·4	14·3	11·1	2·3
July	30·5	17·9	8·4	22·1	17·1	13·7	10·6	1·3
Aug.	23·0	10·6	5·0	20·5	14·1	11·0	7·9	1·9
Sept.	31·2	17·3	8·1	23·7	17·8	14·1	11·1	2·4

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn; previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In September deliveries of semi-worsted yarn were 1·4 million lb.

Exports of wool textile products

Quarterly averages or totals for quarters

	Total	Wool tops		Yarns		Woven fabrics		Other wool textile products (†)
	£m.	£m.	Mn. lb.	£m.	Mn. lb.	£m.	Mn. sq. yds.	£m.
1963	32·72	10·71	24·00	5·32	8·47	15·94	22·32	0·75
1964	32·95	9·60	18·79	5·52	8·03	16·81	22·36	1·03
1965	30·52	7·24	16·00	5·13	7·55	17·00	22·19	1·15
1966	29·07	7·17	15·67	5·02	7·38	15·96	20·29	0·92
1967	25·95	5·63	12·85	4·51	6·92	14·96	18·91	0·84
1968	28·70	5·99	14·02	5·11	7·90	16·53	20·76	1·07
1967								
1st qtr.	28·09	6·77	15·31	4·99	7·55	15·36	19·77	0·97
2nd qtr.	27·83	5·98	13·53	4·98	7·65	15·97	19·74	0·90
3rd qtr.	24·73	5·18	11·49	4·17	6·34	14·59	18·53	0·79
4th qtr.	23·14	4·60	11·08	3·90	6·16	13·92	17·60	0·72
1968								
1st. qtr.	26·59	5·66	14·33	4·53	7·09	15·33	19·84	1·07
2nd qtr.	28·46	6·43	14·71	4·69	7·19	16·29	20·30	1·05
3rd qtr.	29·84	6·24	14·04	5·03	7·75	17·54	22·03	1·03
4th qtr.	29·92	5·61	13·00	6·19	9·59	16·98	20·86	1·14
1969								
1st qtr.	28·13	6·05	13·37	5·39	8·28	15·69	19·10	1·00
2nd qtr.	33·24	7·92	17·00	5·95	8·89	18·33	21·12	1·05
3rd qtr.	32·52	6·90	14·40	5·94	8·91	18·54	21·84	1·20

(†) Wool or other animal hair, carded or combed; felts, wholly or partly of wool; blankets; travelling rugs; woollen and worsted fents; and other made-up textile articles, not individually specified in the Export List, of sheeps' or lamb's wool or fine animal hair.

Other commodities of, or containing, wool or animal hair not included in the above table; sheep's or lambs' wool and fine or coarse animal hair not carded or combed; noils, rags and other waste; carpets; garments; smallwares; knitted or crocheted fabrics; woven fabrics predominantly of man-made fibres containing sheep's or lambs' wool or fine animal hair.

Production in the cotton industry

THE VOLUME of production in the cotton industry (including the processing of man-made continuous filament yarn and finishing) in September was 1 per cent less than in September 1968.

Statistics issued by the Textile Council show that in the nine months January-September the amount of cloth woven was about the same as in the corresponding period of 1968. Production of single yarn was 1 per cent less while the amount of yarn doubled was 3 per cent more.

Production in the cotton industry

Annual totals and weekly averages

	Single Yarns(†)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (‡)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (§)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yards	
1963	488·7	127·0	131·4	107·0	..	1,014·1	560·3
1964	508·1	145·9	136·1	120·0	40·7	1,033·1	610·1
1965	484·8	142·5	131·5	120·3	47·5	1,015·0	624·4
1966	455·7	136·2	123·1	110·2	62·2	915·3	616·6
1967	383·8	124·8	108·1	105·2	78·4	745·0	529·8
1968	377·4	148·7	110·0	114·6	113·6	730·7	554·8
1968 September	6·4	2·8	1·9	2·0	2·5	13·5	10·0
October*	7·8	3·3	2·3	2·3	2·5	15·2	11·5
November	7·9	3·4	2·3	2·3	2·9	15·4	11·7
December	6·7	2·9	1·9	2·1	2·4	12·7	9·9
1969 January*	7·5	3·1	2·1	2·4	3·0	14·4	11·5
February	7·5	3·1	2·2	2·5	3·2	14·7	11·8
March	7·7	3·0	2·1	2·7	3·1	14·9	12·1
April*	7·0	2·8	2·0	2·5	2·8	13·9	11·0
May	7·5	3·3	2·1	2·7	2·8	14·4	11·6
June	6·6	3·0	1·9	2·4	2·8	15·0	11·8
July*	5·3	2·3	1·6	2·1	2·2	9·3	8·2
August	7·1	3·3	1·8	2·6	2·4	14·3	11·1
September	6·0	2·8	1·8	2·4	3·0	12·2	10·4

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarns of cotton and cotton waste. (§) Deliveries.

£2 MILLION ORDER FROM RUMANIA

This plastic pressure piping is part of an order worth £2 million which has been placed with Chemidus Plastics Ltd., of Ashford, Kent, by the Taylor Woodrow Irrigation Group for installation in a very large irrigation project in the Danube Valley for the Rumanian Government. The assembly of the piping is facilitated by the successful 'Z' joint system which considerably influenced the decision of the Rumanian Government to use PVC pipe for the project.

VISITORS FROM OECD

Members of the Organization for Economic Co-operation and Development who are in this country to study the training of adults visited the Worcester Royal Procelain Company recently. Photographed during a break in their tour of the factory the picture shows left to right: Mr. P. Kiil, Ministry of Labour, Copenhagen; Mr. L. Pipan, Training Organization of the Industrial Development who are in this country to study the training of Ministry of Social Affairs, The Hague; Mr. J. Ishikawa, chief vocational training administrator, Tokyo; Mr. A. Philpott, china manager, Royal Worcester; Mr. H. Quick, Ministry of Labour, Helsinki; Mr. Beerman, Labour Office, Düsseldorf.

JAPANESE EXECUTIVES IN BRITAIN

Three senior executives of Moon-Star Rubber Ltd., Japan, visited the Walton factory of Dunlop Footwear Ltd. during a recent visit to the United Kingdom. Mr. Guy Bassett Smith, director and general manager of Dunlop Footwear, toured the Moon-Star factory at Kurume during his world trip in April and May this year, and issued an invitation for this reciprocal visit. The visitors are seen examining a moulded industrial wellington which has just come off the plant. Left to right: Mr. Cliff Walker, assistant production manager, Dunlop; Mr. Shinichi Murakami, director and overseas affairs manager, Moon-Star; Mr. Keinosuke Aikawa, assistant chief of Machine Project Section; and Mr. Kuhei Kurata, vice-president.

Textile and clothing industries: orders and deliveries

IN THE THIRD QUARTER of 1969 net new orders received by the textile and clothing industries were 4 per cent less than in the second quarter; deliveries were 6 per cent less. In the third quarter deliveries kept pace with new orders with the result that order books at the end of September were unchanged compared with the end of June.

The above comparisons are based on the seasonally adjusted series in the accompanying table.

Textile and clothing industries†

Index numbers of the volume of total orders and deliveries (§)

	Orders-on-hand (end period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
1960	136		103		103	
1961	104		91		99	
1962	100		92		93	
1963	117		100		95	
1964	124		99		98	
1965	121		98		99	
1966	105		92		97	
1967	114		93		91	
1968	129		99		96	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1967 1st quarter	104	104	89	90	90	91
2nd quarter	107	104	93	88	90	89
3rd quarter	100	105	81	94	88	91
4th quarter	114	114	109	100	96	93
1968 1st quarter	117	117	99	97	96	94
2nd quarter	129	125	106	104	95	97
3rd quarter	122	129	85	100	92	96
4th quarter	129	129	107	97	100	96
1969 1st quarter	133	134	103	101	99	97
2nd quarter p	135	131	102	100	100	102
3rd quarter p	124	131	82	96	92	96
1968 July	124	124	71	86	85	92
August	123	126	86	106	90	96
September	122	129	99	106	100	98
October	123	127	108	90	106	95
November	129	126	125	102	108	99
December	129	129	88	99	87	95
1969 January	130	130	94	99	91	95
February	133	133	110	105	103	98
March	133	134	104	98	102	97
April p	135	134	101	101	96	100
May p	136	131	103	99	100	102
June p	135	131	102	101	104	105
July p	133	132	80	97	87	94
August p	128	132	75	92	89	95
September p	124	131	91	97	102	100

(†) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibres industries. (§) At constant (average 1958) prices.

British Film Fund Agency returns

THE BRITISH FILM FUND AGENCY has published the following information for the five weeks ended October 4, 1969:

	£	
Distributors' earnings submitted:		
High cost films	1,555,761	
Low cost films:		
Eligible (after multiplying by 2½)	23,154	
Not eligible for 2½ times rental	2,816	
		1,581,731
Films of less than 3,000 ft. (after multiplying by 2½)		28,357
		£1,610,088
Levy collections paid to Agency by HM Customs and Excise to October 27, 1969 together with an estimate of collections approximately covering entertainments for five weeks ended October 4, 1969		£531,100

The eleventh interim allocation for the twelfth distribution period will be at the rate of 40 per cent.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966, during the week ended Friday, November 14, 1969
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Death May Be Your Santa Claus	Br/E 34479	38	November 10	Amanda Films Ltd.	Soul Productions and Creative Enterprises Ltd.
Age of Consent	Br/E 34482	98	November 10	Columbia Pictures Corporation Ltd.	Nautilus Prodoctions Ltd.
Music	Br/E 34485	(a) 53 (b) 43	November 10	Warner-Pathe Distributors Ltd.	James Archibald and Associates Ltd.
Movietone News 2110	Br/E 34319	8	November 14	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2110 A	Br/E 34320	7	November 14	" " "	" "
Pathe News 69-91	Br/E 34371	8	November 14	Warner-Pathe Distributors Ltd. "	Associated British-Pathe Ltd.
Pathe News 69-92	Br/E 34372	8	November 14	" " "	" "
				FOREIGN	
Kill Them All and Come Back Alone	F 34475	98	November 10	Rank Film Distributors Ltd.	Fida Cinematografica, Rome
A Touch of Gold	F 34476	18	November 10	Warner-Pathe Distributors Ltd.	Warner/Seven Arts Inc.
Emma Hamilton	F 34477	96	November 10	Rank Film Distributors Ltd.	Rapid Films GmbH Munich, Pea Films S.A.S. Rome, and S.N.C.S.A. Paris
The Royal Hunt of the Sun	F 34478	112	November 10	" " "	Royal Films of Madrid
Chimp and Zee	F 34480	6	November 10	Warner-Pathe Distributors Ltd.	Warner/Seven Arts Inc.
3 Ring Wing Ding	F 34481	6	November 10	" " "	" "
Adalen 31	F 34483	115	November 10	Paramount Pictures (U.K.) Ltd.	AB Svensk Filmindustri, Stockholm
Z	F 34484	125	November 10	Warner-Pathe Distributors Ltd.	Reggane Films, 92 Courbevoie
A Fine Pair	F 34486	69	November 12	" " "	Vides Cinematografica, Rome
The Christmas Tree	F 34487	108	November 13	Twentieth Century-Fox Film Co. Ltd.	Les Films Corona SARL, Paris, and Jupiter General Cinematografica CPA Rome

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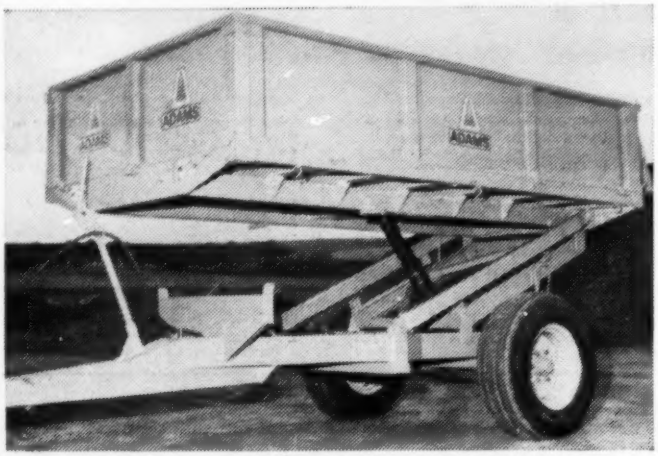


We take the opportunity to detail our Silver Medal Award winning **'Vari-Tip'** trailer.

This conventional rear tipping trailer is fitted with a hinged subframe—which is controlled by two stabilizing bars, carried on the subframe permanently.

Immediately the stabilizing bars are dropped into position, the trailer is quickly and easily converted into a multi-level tipping trailer. This in turn, elevates, the body to a discharge height of 6ft.

Due to the simple and unique construction, the trailer affords Multi level tipping using one heavy duty hydraulic cylinder. Accordingly the trailer can be operated with any tractor, eliminating the need for extra oil reservoir which is normally required to operate conventional multi level tipping trailers.

The trailer is used extensively as a Prime Mover for the transportation of stillages, thus creating a great saving in the Capital investment of a large number of trailers.

Price of Basic Trailer	**£385.0.0 Ex Works**
Optional Extras—Grain Extensions	**£5.0.0**
Silage Extensions	**£55.0.0**
Stillage	**£85.0.0**

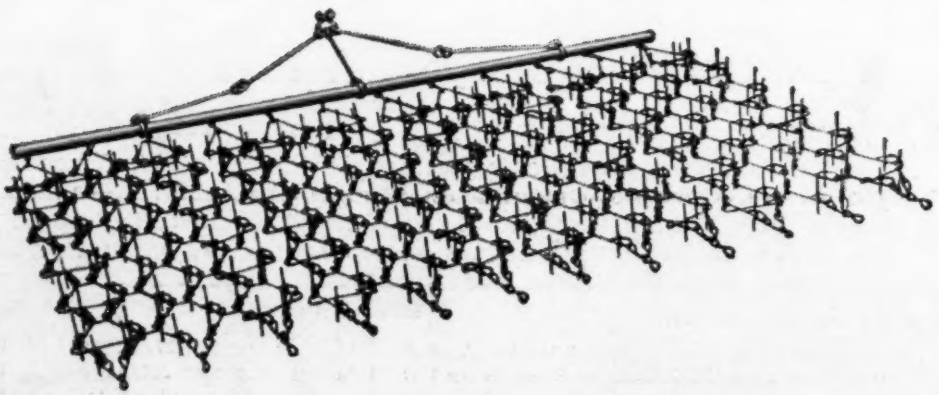
CHALLENGER TRAILER WORKS

OLD DEER, MINTLAW STATION, AB4 8LL ABERDEENSHIRE, SCOTLAND

TELEPHONE: MINTLAW STATION 296-7 **TELEX: ADAMTRL–MINTLAW 73131**

AITKENHEAD

Multi-Unit Flexible Harrows



THE DRAWBARS ON THESE HARROWS LIE AT RIGHT ANGLES TO THE LINE OF DRAUGHT, i.e. the Drawbar is not skewed (but the individual Harrow sections are)
It follows that the "same" drawbar can be used with 3 or more different depths of Harrows, each of which is already adjusted to the correct skew for its own particular depth.

Wm. Aitkenhead, Ltd., Stamford Works, Lees, Oldham.

Exhibitions and Fairs

The 1969 Royal Smithfield Show

An illustrated preview of some highlights of this exhibition of farm machinery and livestock, to be held at Earls Court, London, from December 8 to 12.

In 1799, Wootton's Dolphin Yard, Smithfield, was the scene of a modest show consisting of two cattle and two sheep classes, organized by a small group of farmers who had banded together to offer £52 10s. in prize money. From such humble beginnings, the Royal Smithfield Show and Agricultural Machinery Exhibition has grown over the last two centuries to become one of the most important annual events in the agricultural industry's calendar – with more than 140 classes for live cattle alone and with £9,781 total prize money being offered this year. Last year this immense display of fatstock, carcases and farm machinery gathered together under one roof, attracted crowds of more than 61,000, including a near record of 3,400 visitors from overseas.

At first the show concentrated entirely on livestock, but around the middle of the nineteenth century the first agricultural machinery section was introduced. Small at first, this part of the show has now become a vital showcase for Britain's thriving farm machinery industry, one of our top export earners.

In 1968 British farmers bought around £95 million worth of home produced farm machinery and tractors and about £20 million worth of imported machines and tractors. Exports of agricultural machinery, tractors and tractor parts amounted to £182 million and on top of this, another £22 million worth of engines for tractors and combines were exported.

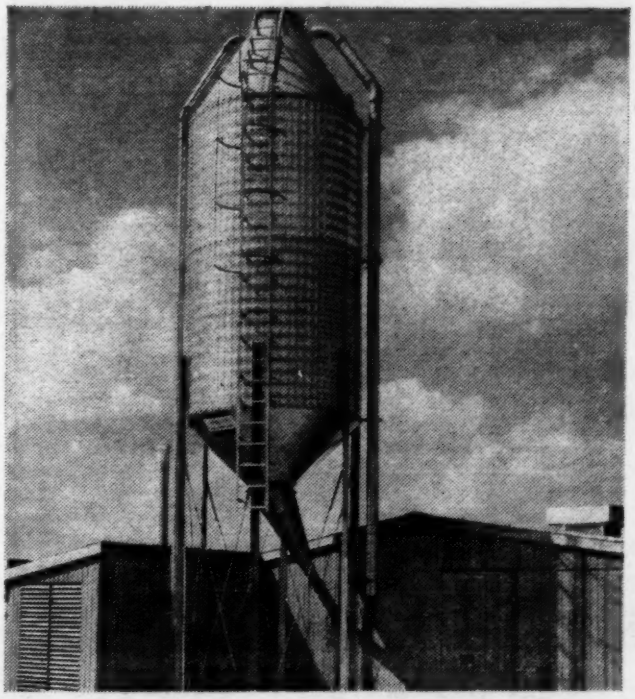
Sales of tractors in the United Kingdom last year at £40 million were a record. In addition a further £4 million worth of tractors was imported.

A trend which has been developing in the home sales and tractors over a number of years is an increase in the horse-power of tractors sold.

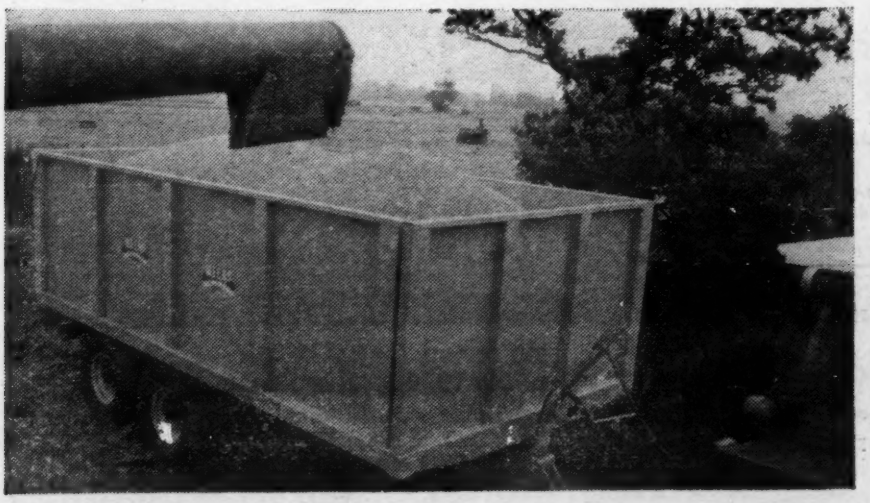
1969 has so far been a difficult year for United Kingdom sales of farm machinery and tractors. A combination of circumstances have led to a machinery credit squeeze; while last year's poor wet harvest and extremely wet autumn and winter weather resulted in substantial acreage being left unplanted.

Earls Court, London, will once again be the venue of the giant Royal Smithfield Show (December 8-12) when the migh tof the British agricultural machinery industry will be presented to the world.

Continued on page 1401

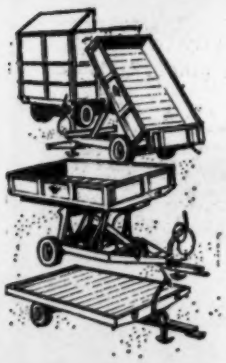


One of the latest bulk feed tanks made by Spiraflite Ltd., Potton, who will show grain storage and handling equipment at Smithfield.



Left: A Weeks 10-ton tandem axle bulk grain trailer being loaded by a Massey-Ferguson combine harvester in Yorkshire. Right: The Adams Trailers' 'Vari-Tip' at full elevation.

WEEKS TRAILERS
are behind successful farmers



The Weeks comprehensive range of Trailers is renowned throughout the world for leading design, materials and manufacture and covers capacities from 3 tons right up to 10 tons—2 and 4 wheels.

There is a specially designed Trailer, in the big Weeks range, for every farm job including:—

- GRAIN HANDLING
- SILAGE
- ROOT CROPS
- HARVESTING
- GENERAL CARRYING
- SPREADING

Also Manufacturers of a wide range of commercial and industrial trailers for home and abroad.

Weeks Trailers

See the Weeks range at the Smithfield Show on

STAND 108

WEEKS & CO. (Engineers) LTD., HESSLE, EAST YORKSHIRE
Telephone: HULL 642171
Member of the Weeks Trailers Group

With the introduction of new unit construction the 1970 Allman Sprayer Range gives 16 model variations for

WEED ERADICATION,
PEST CONTROL
& LIQUID FERTILISER
APPLICATIONS

ALLMAN 'FIRST AND FOREMOST NAME IN SPRAYING'

Write now for full details of our 1970 Sprayer Range

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Left: The Allman Spraymaster Minor crop sprayer. Right: Muir-Hill Ltd., will show their new 161 *tractor developed from the* 101 *to meet growing demands from worldwide users.*

Two new combine harvesters from Massey-Ferguson incorporate telescopic tables which make it possible to reduce the combines to a convenient transport width without removing the table. The main table components are offset to slide past each other. Width is altered by fitting or removing cutterbar sections secured by a simple locking device, and cranking a handle inserted in the side of the table. Telescoping takes the driver about five minutes.

The CLAAS range of piston type high density balers has been increased considerably and two new models are announced which are to be marketed for next season. They are the CLAAS Dominant and the CLAAS Constant. The Dominant high capacity baler from CLAAS has been working under United Kingdom conditions at up to 20 tons an hour. To achieve this high capacity it has a 65 in. pick-up drum with 84 tines. Tractor power requirement is 40 h.p. and the Dominant can be supplied for twine, plastic or wire tying.

The Constant is the middle baler in the CLAAS range. It is similar in design to the Markant but has a faster ram speed of 90 strokes per minute and has much more room to take faster feed from the pick-up. This is a medium-price machine with a high capacity of up to 15 tons an hour.

A new baler has also been introduced into the New Holland range. Named the Super Hayliner 276, this is a 14 in. by 18 in. baler, and replaces the Super Hayliner 268. Certain successful features of the previous model have been retained, including a close-tine pick-up (introduced in 1968); and a knotter system with its triple disc twin assembly.

A completely new variation on the established FA Standen Solobeet, self-propelled beet harvester will be introduced by F. A. Standen & Sons (Engineering) Ltd. Named the 'Solobeet Cyclone,' the new off-set machine will be offered in addition to the standard and hydraulic tipping versions of the Solobeet. It includes several new features such as off-set, in-line topping unit and lifter wheels, facilitating accurate topping and lifting in any row width from 15 in. upwards; exceptional beet cleaning obtained by 'cyclonic' movement of the beet before they arrive on the main web; optional off-set steering and dual seat position.

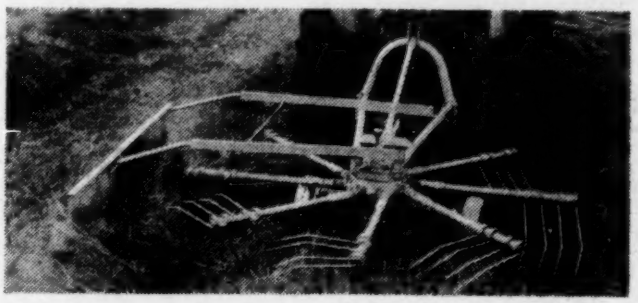
In spraying equipment Drake and Fletcher Ltd., will be exhibiting a new model in their range of Victair mistblowers. This is the Victair Prefect which has been produced to fulfil a demand on the export market.

Brook Motors Ltd., of Huddersfield, will be displaying examples from ranges of AC motors and control gear widely used in the farming industry. Drip proof and totally enclosed motors will be included along with a selection of fractional horsepower motors. Among these, a self-contained farm workshop unit, the 'Gryphon' grinder, is a sturdy item. The wheelguards have adjustable tool rests and each grinder has two wheels, one coarse and one fine grain. Available for single or three phase current supply.

Brook 'Power-Pack' matched motors and starters are designed for applications where only single phase supply is available. Motors are usually from 1½ to 7½ hp capacitor start. Control gear can be for hand or pushbutton operation.

A new range of compact starters will be displayed covering a wide variety of switching requirements. The Brook 'Thermot' protection system can be substituted for a conventional thermal overload unit fitted as standard.

(*Continued on next page*)



Bamfords Ltd., of Uttoxeter will introduce this haymaker, the R8 Whirler.

Bomford Evershed cultivator.

This new fully-mounted HR36 disc harrow will be exhibited for the first time by Ransomes, Sims and Jefferies.

Export opportunities for agricultural machinery manufacturers

THE FOLLOWING export opportunities and tenders for agricultural machinery and equipment were recently published in the *Export Service Bulletin*:

Type	ESB Reference	Bulletin No. and Date	Commodity	Country
EO	36044/69	199/69 of October 10, 1969	Agricultural machinery spare parts	Iraq
EO	32399/69	200/69 of October 13, 1969	Crop spraying equipment	Pakistan
EO	42961/69	204/69 of October 17, 1969	Agricultural and irrigation equipment	Iraq
EO	43155/69	204/69 of October 17, 1969	Agricultural equipment	Italy
EO	43738/69	207/69 of October 22, 1969	Fertilizers and irrigation equipment	Malta
EO	44125/69	211/69 of October 28, 1969	Second-hand agricultural machinery and implements	Barbados
EO	45601/69	213/69 of October 30, 1969	Agricultural tools	Trinidad and Tobago
Tender	45599/69	216/69 of November 4, 1969	Fork-lift trucks, cranes and tractors	Tunisia
EO	46072/69	216/69 of November 4, 1969 and 219/69 of November 7, 1969	Agricultural equipment and dairy equipment	Switzerland
EO	46477/69	219/69 of November 7, 1969	Agricultural chemicals, fertilizers, garden tools, spraying equipment	Malaysia
Tender	46701/69	219/69 of November 7, 1969	Grain silo equipment	Colombia
EO	6485/69	221/69 of November 11, 1969	Grain and corn driers	Federal Republic of Germany
	46452/69	221/69 of November 11, 1969	Agricultural machinery and implements	Italy
EO	39415/69	223/69 of November 13, 1969	Agricultural machinery and spares, all other types of machinery; tractor spares	Central and South America

THE SMITHFIELD SHOW, *continued*

Evers & Wall Ltd., will show the Evrall 1,000/160 sprayer which consists of a 160 gallon capacity hot dipped galvanized mild steel tank and is one of the largest fully mounted, high, medium or low volume sprayers on the market. It has been designed for use with the largest tractors and the unit is free-standing. The triple diaphragm pump is locked direct to the tractor shaft, and gives a maximum output of 1,000 gallons per hour. A double filter unit is fitted to the front face of the tank and a choice of booms gives spray widths 24 ft., 30 ft., or 39 ft.

Ransomes Sims and Jefferies Ltd., will show a new heavy-duty tandem disc harrow available either 10 ft. 6 in. wide with 28 discs spaced at 9 in. intervals, or 12 ft. with 32 discs. It is supplied with plain or cutaway discs of 22 in. or 24 in. diameter. Weight to disc ratio is 66 lb. Each gang revolves on a pair of deep grooved ball bearings which take the side thrust from the disc. The long life sealed bearings need no lubrication or maintenance. The gang supports are of tubular construction for extra strength.

Fisher-Humphries Ltd., will also introduce a new disc cultivator which can be either attached rigidly, to give a soil levelling effect or attached to a floating hitch so that the machine follows ground contours. Working width of this heavy-duty disc cultivator is 9 ft. The discs are in 4 banks of 8, each disc being 20 in. diameter and set at 6¾ in. spacing. Each disc is flat centred and mounted on a 1¼ in. square high tensile steel axle ensuring that each gang is one solid unit. For long life and low maintenance each axle is mounted on heavy duty triple sealed ball bearings. Each gang is easily adjusted independently in relation to the cross members of the rigidly constructed box section frame. Individual spring steel scrapers ensure efficient cleaning of each disc and scallop discs are also available as optional.

Fisher-Humphries will also show a plough which can be obtained in either 3, 4 or 5 furrow form with a universal head stock to suit all tractor linkages. Rigidly constructed from a tubular frame this machine is specially designed for high speed work in all types of soil conditions. It is fitted with large 18 in. diameter disc coulters, each with its own removable skim, which give clean work in all conditions.

A new 4-ton heavy-duty forage box will be introduced by Archie Kidd Ltd. for feeding large herds in covered yards with either green forage brought in from the fields or with silage. It can, however, also be used for taking forage out to outlying stock anywhere on the farm and providing a completely flexible feeding system.

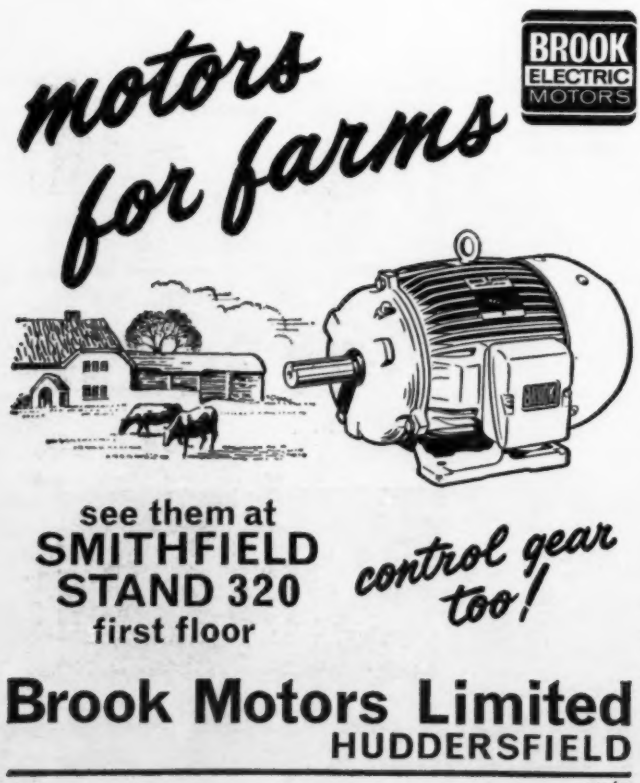
The extra heavy-duty feeder is developed from the Fymax 4-ton spreaders which have been sold in large numbers over the last nine years. The moving floor is an endless conveyor belt on closely spaced supporting rollers, rather than chains and slats which are prone to jam and break.

A new 27-in. self-propelled rotary grasscutter will be shown by Wolseley Engineering Ltd. This has been designed specifically for the cutting of medium to long areas of rough grass. It has two forward and one reverse speeds and is fitted with large tractor tread traction wheels.

A new cultivator will be introduced by Bomford and Evershed Ltd This is a medium duty coiled spring tined unit available in working widths of from 7 ft. 6 in. to 15 ft. 6 in.

New items of spraying equipment to be shown by The Dorman Sprayer Co. Ltd., include a Rota-sprayer for the control of couch grass at the time of rotavating on dual-purpose trailer sprayer and a knapsack sprayer.

An interesting range of hydrostatic steering units will be shown for the first time by The Plessey Co. Ltd. The hydrostatic steering unit comprises a metering pump with extended shaft for steering wheel mounting, an open centre by-pass control valve, and associated check and make-up valves fitted into a single compact unit. The pump is of the twin-balanced lobe design and uses an eight-vane rotor with vanes pressure loaded to give high efficiency and low leakage under all operating conditions.



British group penetrates competitive Swedish office equipment market

by B. W. V. Tomsett, Commercial Department, British Embassy, Stockholm

A BRITISH JOINT VENTURE group, consisting of eight firms under the sponsorship of the Business Equipment Trade Association and the Board of Trade, presented their products at the Office 69 exhibition at St. Erikshallen in Stockholm from October 23-30.

The Office Exhibition is held in Stockholm every third year, together with a series of seminars covering current developments in the office field. There were 130 stands this year representing 15 countries, with two national stands from Poland and Great Britain. 39,000 visitors attended the exhibition, which is of international standing, showing a wide range of office equipment, furniture and machinery. In addition to firms in the 'official' group, there were impressive stands from several other British companies.

Results reported by the members of the joint venture group are extremely satisfactory, particularly in such a highly competitive field as exists in Sweden. This comparatively small group reports that, as a result of the exhibition, sales in the region of £230,000 can be expected during the forthcoming year. An extra benefit has been the appointment, or negotiations towards the appointment, of seven agents to represent firms in Sweden, Finland, Norway and Denmark.

On October 27 the stand was visited by the Commercial Counsellor Mr. K. E. Mackenzie, who also attended a reception given by the group for buyers and agents on October 28, at which some 60 guests were entertained.

Particularly good business was announced by A. C. Cossor Ltd. with visual digital displays, Omal Ltd. with an order for 1,000 overhead projectors, and Rotaprint Ltd. showing their comprehensive range of printing machines.

The three-yearly interval between exhibitions makes this an attractive event for firms wishing to exploit the Scandinavian market. The next event is expected to take place in 1972, by which time the new St. Erik's exhibition premises, with much improved modern facilities, will be in use at Älvsjö on the outskirts of Stockholm.

First of the many overseas visitors to the Dunlop Footwear display at the 1970 Spring Shoe Fair held recently at the Mount Royal Hotel, London, was Herr Karl Valka, the Dunlop Footwear distributor in Austria. Exports to Austria continue to show an upward trend, and Herr Valka is pictured here (left) placing advance orders for the 1970 footwear range with Mr. Alan Gee, Dunlop Footwear's export executive. During the recent British Week in Vienna Dunlop Footwear ran a special promotion with Herr Valka which successfully promoted the sales of Dunlop Footwear in Vienna.

Lord Ritchie-Calder opens Going Metric Exhibition in Glasgow

OPENING the Going Metric Touring Exhibition at The Scottish Design Centre on November 10, Lord Richie-Calder, chairman of the Metrication Board, stressed the practical advantages of changing over to the metric system.

'Scotland, like the whole of Britain, is going metric,' he said. 'Let us have no misunderstanding about that. Indeed, the first three all-metric housing schemes in the whole of Britain were at Paisley, Erskine and South Queensferry. However, the natural question for a good businessman is, "What's in it for me?".'

Lord Richie-Calder pointed out that the most important point was that going metric offered a tremendous chance to spring-clean one's business from top to bottom. Stocking metric supplies could cut holdings by a really significant amount. 'I know of one company who have decided to standardize on a range of metric fasteners. After imperial sizes have been phased out there will be a total reduction in holdings of 80 per cent. That means real money.'

Another area where re-thinking could pay off was in design, where unecessary variations could be cut out. 'By looking really hard at the market a good businessman can not only improve his designs, he can actually make them more sellable. It should go almost without saying that designing and calculating in SI units must be simpler and therefore cheaper.'

Coming to the question of marketing, Lord Ritchie-Calder said that something like 90 per cent of the world's people lived in countries which were metric already or were committed to going metric. 'I know that British industry has always made things for its markets, and if the market happened to be metric, then the product was metric. Far too many firms have had to run a production line for the home market as well, using different methods and different standards. Now that we are going metric, the system of measuring with one set of standards will solve these problems for most firms.

'An international language we can all speak and write in may still be a pipe dream; but an international language we can all manufacture, measure and sell in is now, for the first time, a reality.'

The exhibition, organized by the Metrication Board in co-operation with the Central Office of Information, will remain at The Scottish Design Centre until the end of November.

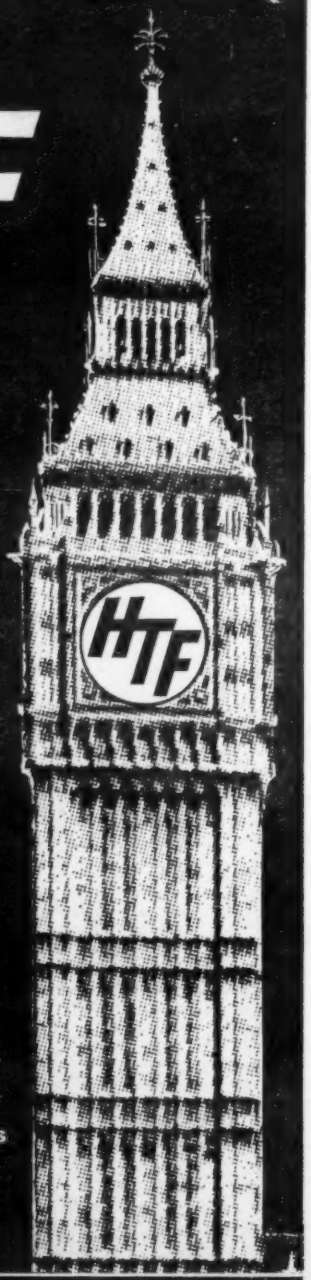
Best of British instruments on show in Poland

FROM NOVEMBER 24-29, in the Palace of Culture, Warsaw, some 19 leading British instrument manufacturers will be exhibiting their latest and most advanced equipment, much of which will be seen for the first time in Poland. The exhibition is organized by the Board of Trade, under the joint venture scheme, in co-operation with the Scientific Instrument Manufacturers' Association of Great Britain (SIMA), and Naczelna Organizacia Techniczna and will be opened by the British Ambassador in Warsaw, Mr. J. N. Henderson.

Although many of the companies taking part are already known in Poland from their participation in the Poznan International Trade Fair, this is the first British exhibition in Poland to be devoted exclusively to scientific instrumentation. Commenting on the exhibition, the president of SIMA said: 'We are convinced that the British instrument industry can offer some of the most sophisticated and advanced instrumentation available in the world today and I am sure that this exhibition will make a strong impact on potential customers in Poland.'

Miss South Carolina very quickly learned to operate Detexomat's new 'Speedseamer' at the International American Textile Machinery Exhibition in Greenville. The garments which she produced were sent back to the United Kingdom for finishing and were presented to her before the close of the show.

Come to the HTF



In January 1970 the International Hardware Trades Fair will be held at Olympia London for the 16th consecutive year. Established as one of the World's great trade fairs, the HTF provides an unrivalled market place for all those engaged in the hardware trade. Hand tools, Housewares, Ironmongery, Hardware, everything involved in equipping and maintaining home and garden are included in the 30,000 products exhibited by manufacturers from 80 different countries. If you are in hardware join the 40,000 buyers who will visit the 1970 HTF. There you will find the goods and make the commercial connections vital to the expansion of your own business.

Your visit will be smoothly organised if you write to :—

Universal Exhibitions Hospitality Service
9 Castle Place,
High Wycombe,
Bucks, England

THE INTERNATIONAL HARDWARE TRADES FAIR
OLYMPIA · LONDON
26 - 30 JANUARY 1970

Testing and discussing the quality of British suedes and leathers at the National Outerwear and Sportswear Suppliers Exhibit, New York, left to right: Mr. Don Rosenberg, Dan De Modes, New York; Mr. John Ormerod; Mrs. Ila Dotts, market representative of Associated Dry Goods Corporation, New York; Mr. H. C. Ramshaw, joint managing director with Mr. Ormerod of John Ormerod & Sons Ltd.

Over 500 prizes, from valuable cruises to British Week key rings, were presented to winners of the Tokyo British Week quiz contest at a reception on board the P & O liner 'Canberra' at Yokohama on October 24. The quiz attracted half a million entries. Competitors were asked questions about the British Week and British consumer goods on sale in Tokyo. The top three cruise prizes were all won by women. Mrs. Kikuko Kimura, a housewife, was the winner of the grand prize, entitling her and a companion of her choice to travel on the Canberra in March next year from Yokohama to Hong Kong, Sydney, Melbourne, Auckland, Nuku'alofa and Honolulu. Japan Air Lines will fly Mrs. Kimura and her companion back to Japan from Honolulu. The two runners-up were Mrs. Junko Suzuki and Miss Fumiko Ando. They are entitled to choose a companion each for a free trip on 'Canberra' from Yokohama to Hong Kong, also next March, returning via Cathay Pacific Airways. Making the presentations were Captain E. G. H. Riddelsdell, commander of the 45,000 ton liner, Mr. Matsui of Japan Air Lines, Mr. R. J. Bowring of Cathay Pacific Airways, and Mr. J. T. Brown, managing director of Mackinnon Mackenzie and Co. of Japan Ltd. Picture shows, left to right foreground: Captain Riddelsdell, Miss Ando, Mrs. Kimura, Mrs. Suzuki, Mr. Brown, at the reception.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin, Details, Embajada Britanica, Casilla 854, Lima,

Record building exports forecast at International Building Exhibition

EXPORTS of building materials this year will beat last year's record of £140 million, forecast Mr. John Silkin, Minister of Public Building and Works, when he opened the International Building Exhibition at Olympia on November 12. Mr. Silkin said that in the first seven months of 1969 exports of building materials exceeded by some £12 million the total for the corresponding period last year. Overseas construction contracts were also maintaining a steady growth. In the year up to March, 1969, United Kingdom contractors obtained work overseas to the value of £234 million, again matching last year's record.

Mr. Silkin also said that at the start of the year British consultants were carrying out design work valued at £1,638 million in over 90 countries.

Congratulating the industry on 'a very creditable performance,' Mr. Silkin said he would, however, like to see more resources allocated by the construction industry to applied research in order to keep pace with the general advance in technology as well as a more lively awareness of research findings already available.

Metrication was the theme which dominated this year's Building Exhibition, and Mr. Silkin said he was pleased that the construction industry, which was due to go metric in 1972, had taken the lead in this respect. 'Dimensional co-ordination will greatly enhance our export potentialities', he said, 'as we shall then be working in the same terms as the countries to which we are exporting.'

The increased overseas interest aroused by this first all-metric building exhibition is a point stressed by the exhibition organizers, who say they are expecting many more visitors from abroad this year. International participation is considerable – notably from Australia, which on its first appearance at the Building Exhibition has taken the largest ever space for a national combined stand.

A major contribution to the metric theme comes from the Construction Industry Training Board, which is displaying its series of metrication re-training aids which have been published specifically for the industry. A number of metric posters designed for building sites and offices are also featured. CITB's stand is constructed in multiples of 300 mm – the BSI recommended first-preference module.

In their first year at the Building Exhibition, the Patent Office attempts to show industry – in this case the building industry in particular – how much solid and useful information can be obtained from patent specifications through the Patent Office's information retrieval service. Three days at the Northern Region Exhibition of Products and Processes of the Engineering Industry in Newcastle upon Tyne, where there was a regular stream of inquiries about this service, provided an encouraging curtain-raiser to the Building Exhibition. The stand was organized for the Patent Office by the Board of Trade and the Central Office of Information.

The International Building Exhibition will remain open until November 25, 9.30 a.m. to 6.30 p.m.

Prince Philip opens telecommunications exhibition

COMMUTING may be a problem of the past for many office workers by 1990, according to an exhibition on telecommunications which HRH The Duke of Edinburgh opened at The Design Centre on November 11. The exhibition includes a room-setting showing how, by 1990, telecommunications services will be so comprehensive that many people will be able to work almost entirely at home, talking to business colleagues by viewphone, transmitting plans and data by television or facsimile equipment, and communicating with computers and information services by telex and visual display units.

Organized by Post Office Telecommunications and the Council of Industrial Design to mark the creation of the Post Office as a public corporation, the exhibition will be open to the public until December 13. Describing the services now offered by Post Office Telecommunications, the exhibition also outlines developments in the design and technology of telecommunications, showing typical offices of 1909, 1970 and 1990.

Historic houses souvenirs competition 1970

A COMPETITION for souvenirs related to historic houses and buildings in Britain is to be organized by the Council of Industrial Design in association with the British Travel Association. The object is to encourage the production of better designs for souvenirs and to give visitors to Britain's historic buildings the opportunity to buy items that are examples of good modern British design. The closing date for the competition is September 30, 1970 and the judging is expected to be completed by October 31, 1970. The selected souvenirs will be exhibited in The Design Centres in London and Glasgow and will be featured throughout the world in CoID and BTA publicity.

Full details of the competition are available on request from Miss Margaret Bradbury, Industrial Division, Council of Industrial Design, 28 Haymarket, London S.W.1.

Philadelphia promotion boosts Britain

A report from the British Consulate-General, Philadelphia

ONE OF the most important promotions of British goods in the United States has been staged by Strawbridge and Clothier, a major Philadelphia department store with seven branches scattered through the Delaware Valley, under the title of 'Great, Great Britain'. The promotion was associated with two others held in the Woodward and Lothrop department store in Washington, DC, and in Foleys' of Houston, the three stores being members of the AMC buying syndicate.

For more than two weeks this major British promotion, organized in co-operation with the Board of Trade, gave shoppers an opportunity to inspect and buy a fascinating range of British products found by buyers who visited the United Kingdom over a period of more than a year, in preparation for the promotion.

The Philadelphia newspapers have been heavy with advertising under the caption 'Great, Great Britain' and a rampant lion motif. Starting with a full-page colour announcement on October 14, the public were invited to enjoy on October 16 the Royal Philharmonic Orchestra under the baton of Rudolf Kempe, soloist Nelson Freire, and on October 17 to inspect in the store a special exhibit prepared by the Royal College of Art and see British craftsmen at work. The public could both see and talk to an expert in antique silver, listen to a piper, see replicas of the Crown jewels and inspect two simulated 'London flats', one furnished along traditional lines and the other with modern furnishings, including pieces from designers such as William Plunket. The store's newspaper advertising was supported by two excellent articles written by the home furnishings editor of the *Philadelphia Inquirer*, who had visited Britain to inspect some of the work ordered that would be on display. People were also invited to board the 'Flying Scotsman' which was due to arrive in Philadelphia on October 19. Here they could see a variety of British industrial and consumer products.

On the sales promotion side, Strawbridge and Clothier were strong in their display of British housewares and children's clothes. Their buyers and fashion co-ordinators had found some fascinating new products in Britain, including a modern version of the Brighton beach chair, a magnificent harpsichord produced by Morley, ranges of reproduction furniture by Bevan Funnel and certain smaller firms who had reproduced furniture to Strawbridge and Clothier's specifications and colour concepts, with yew wood a favourite choice.

The public could see and talk to Mr. John Spencer Churchill, nephew of Sir Winston Churchill, who was present with his paintings. They could also buy Flying Scotsman souvenirs and see an exhibition of table linens which had been designed for royalty. On Saturday, October 18, the store organized an aisle fashion parade entitled 'Walk in Piccadilly'. The public was invited to enjoy tea in the elevator lobby and listen to psychedelic music if they wished. In a progression through the 10 floors of the store, they could inspect, consider and buy choice and well-priced British products: Mary Quant cosmetics, Liberty silks, gourmet foods and confectionery, clothes for toddlers and teenagers, fashion shoes and boots, china and glass, figurines and promotional pottery, blankets and spreads, table linens and towels, a range of clothes bought from members of the Menswear Guild and other men's fashion accessory suppliers. In fact there was something for practically everybody.

The whole promotion was drawn together with carefully chosen display material supplied by the Board of Trade and the Central Office of Information in London.

The organization of this promotion together with the two associated promotions in Washington, DC and Houston, entailed a considerable degree of co-ordination between the stores, their buying office in London and the Trade Promotions Branch of the Board of Trade, as well as the Consulates-General in New York and Philadelphia. The huge professional effort put into this promotion by the Strawbridge and Clothier merchandise and display staff and a good public response should augur well for additional buying in future years.

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Clean air equipment at Dusseldorf

By R. B. Woodham, British Consulate-General, Düsseldorf

THE SECOND Clean Air Exhibition and Congress ('Reinhaltung der Luft') was held at Düsseldorf from October 13 to 17. This exhibition of highly specialized equipment was relatively small but nevertheless important. Of the 133 exhibitors, 24 were from foreign countries. In a total exhibition area of 10,000 square metres there was an extensive survey of all types of apparatus for air filtration and for purifying the air of dust and exhaust gases.

Nine British firms showed at the exhibition in a Board of Trade joint venture under the aegis of the National Society for Clean Air. The Ministry of Technology organized an exhibition on the British stand of the work of the Warren Spring Laboratory and the Harwell Atomic Energy Research Establishment on various aspects of air pollution.

The British were the strongest of the foreign exhibitors and received 1,800 inquiries from the 18,000 visitors at the exhibition. 2,000 of these visitors from 28 countries took part in the Congress held in one of the halls in the exhibition grounds, where discussions in English, French and German, with simultaneous translations into each language, were held on the problems of air pollution and the means of combating it. Two British speakers read papers at the Congress: Mr. A. Archer, chief public health inspector of Halesowen, on 'The Administrative and Technical Approach to Air Pollution in the United Kingdom', and Mr. F. E. Ireland, chief alkali inspector, Ministry of Housing and Local Government, on the 'Determination of Chimney Heights in England'.

Great Britain is well to the fore in legislation against air pollution and in the design and manufacture of equipment to control the emission of dust and exhaust gases into the atmosphere. In the established and developing industrial societies there is a growing awareness of the need for clean air, not only on the part of governments and local authorities but also by industry itself. There is consequently a growing demand for the apparatus to combat air pollution and large potential markets for firms making air cleansing equipment and instruments.

Visitors to the British stand were impressed by the instruments in use in Britain for the measurement and control of air pollution. These instruments received a special mention in German television and radio programmes which featured the British stand. The air samplers and air pollution monitors, particularly those with automated collection, measurement and recording processes, attracted a great deal of interest, visitors expressing a preference for the British systems since they thought they were considerably less expensive and more specific than others. The firms showing air filtration and cleansing equipment also received numerous serious inquiries. One firm reported that the inquiries they had received for their steel chimneys and insulating and cladding could lead to orders worth £500,000. Great interest was shown in the outside demonstration site of a sealed flame incinerator in which quantities of old motor car tyres were rapidly burned without the emission of any smoke. Inquiries came mostly from Western European countries, though there were many from Eastern Europe and some were recorded from the United States, South America and Australia.

Visitors to the Düsseldorf Clean Air Exhibition view equipment on one of the British stands.

Exhibition on disposability at The Design Centre

THE COUNCIL of Industrial Design is planning an exhibition on the theme of disposability to be shown in The Design Centre in March and April next year. The exhibition will examine both the reasons for the growth in the use of articles designed for a short life and the effects of this trend.

The CoID invites manufacturers, designers and others producing disposable items which they would like considered for this exhibition to contact, as soon as possible, Miss Jann Parry, Exhibitions Division, Council of Industrial Design, 28 Haymarket, London, S.W.1 (Tel. 01-839 8000). A charge will be made to cover the costs of displaying products selected for the exhibition, with the exception of work submitted by students of recognized schools of art and design.

Exhibitors report . . .

Below are extracts from recent press announcements by United Kingdom firms who find that participation in trade fairs and similar promotions is good for export.

Raleigh Space Age theme in Milan

RALEIGH INDUSTRIES have adopted a Space Age theme for their stand at this year's International Cycle and Motorcycle Exhibition which opens in Milan on November 22. The 36 square metre stand will feature the Sturmey-Archer range of gears, brakes and lighting equipment and will be mounted in collaboration with the Sturmey-Archer Italian distributor, Ferdinando Tagliabue of Milan. This year will see the introduction of the S5 five-speed cycle gear and a new range of gear change control units. Italian manufacturers are the customers Sturmey-Archer are aiming at with their Italian show exhibit, and their new products can serve both the Italian home and export markets.

A comprehensive range of gears will be demonstrated on Raleigh's own cycles and those of Italian manufacture for the 10-day duration of the exhibition. Raleigh say their ambitious entry in the show typifies their positive approach to export sales, which last year resulted in a 50 per cent increase in the sales of cycle components and accessories and in Sturmey-Archer gear equipment.

A Board of Trade joint venture has been organized in collaboration with the Cycle and Motorcycle Association Ltd. for this Milan event.

New carbon fibre material for Gothenburg plastics show

ONE OF the interesting highlights at SCANPLAST '69 (Gothenburg, November 20-26) will be the new Carboform range of pre-impregnated carbon fibre material to be shown on the stand of the Fothergill & Harvey Group.

The discovery of carbon fibres by scientists of the British Royal Aircraft Establishment, Farnborough, and their potential use in engineering, has been furthered by work of the Fothergill & Harvey research department to provide pre-impregnated high modulus carbon fibres with an epoxy resin system which it is claimed will have far reaching consequences in many areas of design engineering.

Fothergill & Harvey already have agencies established in Sweden, Denmark, Norway and Finland, and with the range of materials to be seen at SCANPLAST '69 – some for the first time in Sweden – are hopeful of increased sales throughout Scandinavia.

Orders at Swedish exhibition

TUBE INVESTMENT COMPANIES exhibiting for the first time on a group stand at the Stockholm Technical Fair in October report encouraging interest from buyers at this important international exhibition. A joint venture presentation for this specialized event was organized by the Board of Trade with the London Chamber of Commerce and the Building Materials Export Group.

Orders were taken directly on the stand by Brookes (Oldbury) Ltd., for three automatic tube-bending machines. Two are of a new type, announced at the exhibition, which automatically produces U-bends in steel tube for furniture, hydraulic pipelines, etc. Orders for two more machines are expected to follow very shortly, making total sales of about £28,000 for this company as a direct result of participation at the fair.

£5,000 worth of industrial lighting equipment, using an advanced form of control gear, was sold by Simplex Circulume Ltd. This is considered an important break into a highly competitive market for lighting equipment.

The number of serious inquiries dealt with by these and other TI companies has encouraged plans to step up marketing efforts in Scandinavia, and arrangements are already being made to bring potential buyers over to see some of the TI plants in this country.

In the short term, the rate and level of inquiries suggest that TI export sales attributable directly to the Stockholm Fair and the follow-up activity could reach about £100,000. In the longer term, the increased awareness of market requirements and possibilities resulting from the appearance at Stockholm can be expected to lead to a useful increase in TI's current £3.2 million annual exports to Scandinavia.

Fifth successive Soviet contract

AN ORDER for 45,000 pairs of men's leather shoes was secured at the Obuv '69 exhibition in Moscow last month by John White Footwear Ltd. The company was a member of the joint venture group organized for the event by the Board of Trade and the British Footwear Manufacturers Federation.

The contract is for seven styles of shoes, all new to the Soviet Union and all due for delivery in the first quarter of 1970. It will be the fifth successive year that major Russian orders have been given to John White. During the current year, Soviet contracts for boots and shoes have been worth more than £200,000 to John White. Total value of the business to date, excluding the orders for 1970, is close to £750,000.

Opportunities for exporters—calls for tender

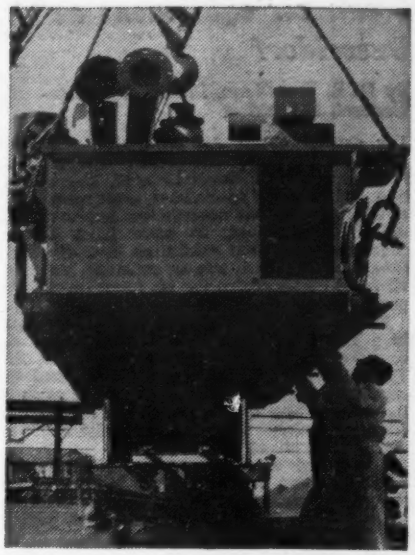
Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photo copies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications, etc. (the price of these varies – see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterick in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extns.* 404, 7003 *and* 406 *(Deposit Accounts), Telex:* 886143, *Answer Back BOTHILLGATE LDN. Telegram: EXSERBRA).*



A giant wire drawing machine manufactured by Wean Vaughan Ltd., Yorkshire, en route for Australia. The machine, now being installed at the factory of Ryland Bros. (Pty) Ltd., was transported door-to-door by Overseas Containers Ltd., and is claimed to be the largest single item of cargo to be despatched by container.

ALGERIA

Bulletin 217/69
ALGERIAN STATE RAILWAYS:
*13s. (In French.) Railway Coaches. (Further Information.) E.S.B. 45587/69/J.

ARGENTINA

Bulletin 217/69
NATIONAL ROAD AUTHORITY:
Construction of a Road and a Bridge. (Advance Information.) E.S.B. 46328/69/J.

AUSTRALIA

Bulletin 217/69
PUBLIC WORKS DEPARTMENT OF MELBOURNE:
Selective Tendering for Architectural, Electrical and Civil Engineering Works. (Pre-qualification.) E.S.B. 46140/69/J.

Bulletin 218/69
DISTRICT CONTRACT BOARD:
Grinding Machines. December 2. E.S.B. 46138/69/J.
COMMISSIONER FOR RAILWAYS:
*30s. **Telephone System.** December 23. E.S.B. 46139/69/J.
QUEENSLAND DEPARTMENT OF HARBOURS:
*3s. **Directional Current Meter.** December 3. E.S.B. 46141/69/J.
SYDNEY COUNTY COUNCIL:
*57s. **Switchgear.** January 29, 1970. E.S.B. 46327/69/J.

Bulletin 219/69
UNIVERSITY OF NEW ENGLAND:
*2s. **Chromatograph Equipment.** December 12. E.S.B. 46372/69/J.
BOARD OF FIRE COMMISSIONERS:
Fire Hose. December 17. E.S.B. 46370/69/J.

Bulletin 220/69
HYDRO-ELECTRIC COMMISSION OF TASMANIA:
Butterfly Valve. January 16, 1970. E.S.B. 46787/69/J.

Bulletin 221/69
COMMONWEALTH SCIENTIFIC INDUSTRIAL ORGANIZATION:
Electron Microscope. December 8. E.S.B. 46784/69/J.

BERLIN

Bulletin 219/69
LANDESVERWALTUNGSAMT:
Stationery. December 1. E.S.B. 46388/69/J.

Bulletin 220/69
X-ray Film and Developing Chemicals. December 2. E.S.B. 46392/69/J.
Laboratory Glassware, Spoons. December 2. E.S.B. 46391/69/J.
Electric Lamps. December 1. E.S.B. 46390/69/J.

BRAZIL

Bulletin 217/69
COMPANHIA AUXILIAR DE EMPRESAS ELECTRICAS BRASILEIRAS:
*Electrical Equipment. (Further Information.) E.S.B. 45863/69/J.

Bulletin 218/69
PUBLIC CLEANSING DEPARTMENT:
*20s. **Incinerators.** January 13, 1970. E.S.B. 46127/69/J.

Bulletin 219/69
CENTRAIS ELETRICAS DE FURNAS:
Dam Gate and Equipment. (Pre-qualification.) December 30. E.S.B. 46742/69/J.

BURMA

Bulletin 218/69
MYANMA EXPORT IMPORT CORPORATION:
*Sight Feed Lubricator. January 19, 1970. E.S.B. 46161/69/J.
*10s. **Load Carriers.** December 27. E.S.B. 46168/69/J.
*4s. **Drilling Equipment.** December 20. E.S.B. 46170/69/J.

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as 500 calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues, costs only £10 10s.*

If you would like a specimen copy get in touch with the Editor, **Export Services Bulletin,** *Board of Trade, Room H24, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone:* 01-248 5757, *Extn.* 7058, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

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PEOPLE'S OIL INDUSTRY:
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*Blower Tubes. January 19, 1970. E.S.B. 46166/69/J.
*4s. **Tube Smoke Boilers.** January 12, 1970. E.S.B. 46169/69/J.

Bulletin 219/69

INDUSTRIAL DEVELOPMENT CORPORATION:
*28s. **Nuts and Bolts.** December 2. E.S.B. 46189/69/J.

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CEYLON

Bulletin 219/69

CEYLON STATE HARDWARE CORPORATION:
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CHILE

Bulletin 220/69

CORPORACION DE MEJORAMIENTO URBANO:
*52s. (In Spanish.) **Water Pumping and Supply System.** December 5. E.S.B. 46747/69/J.

COLOMBIA

Bulletin 218/69

PLANTA COLOMBIANA DE SODA:
Construction of Pumping Stations, Road and Pipework. December 22. E.S.B. 46131/69/J.

Bulletin 219/69

INTERCONEXION ELECTRICA S.A.:
*3s. (Notice.) **Constructional Project.** (Pre-qualification.) December 11. E.S.B. 46382/69/J.

INSTITUTO DE MERCADES AGROPECUARIO:
Grain Silo Equipment. December 15. E.S.B. 46701/69/J.

COSTA RICA

Bulletin 218/69

EL INSTITUTO COSTARRICENSE DE ELECTRICIDAD:
*2s. (In Spanish.) **Telephone Booths.** January 23, 1970. E.S.B. 46165/69/J.

Bulletin 219/69

*1s. (In Spanish.) **Telephone Equipment.** January 30, 1970. E.S.B. 46330/69/J.

SERVICIO NACIONAL DE ACUEDUCTOS Y ALCANTARILLO:
*2s. (In Spanish.) **Conversion of Water Treatment Plant.** December 15. E.S.B. 46154/69/J.

CYPRUS

Bulletin 219/69

ELECTRICITY AUTHORITY OF CYPRUS:
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GHANA

Bulletin 219/69

GHANA SUPPLY COMMISSION:
*19s. **Pumping Plant and Equipment.** January 2, 1970. E.S.B. 46331/69/J.

Bulletin 222/69

Pumps; Pipework and Equipment. December 31. E.S.B. 46794/69/J.

GREECE

Bulletin 218/69

MINISTRY OF TRADE:
*10s. **Laboratory Equipment; Filling and Closing Machines; Tablet Making Machine.** December 5. E.S.B. 45875/69/J.
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Bulletin 219/69

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Bulletin 220/69

*3s. **Hospital Equipment.** December 1. E.S.B. 46751/69/J.
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*10s. **Fork Lift Trucks.** December 20. E.S.B. 46755/69/J.

GREEK STATE RAILWAYS:
*30s. **Diesel Engine Spare Parts.** December 16. E.S.B. 46758/69/J.
*19s. **Diesel Engine Spare Parts.** December 19. E.S.B. 46759/69/J.

Bulletin 222/69

PORT OF PIRAEUS AUTHORITY (OLP):
*21s. **Container Carrier.** December 11. E.S.B. 46760/69/J.
*31s. **Crane.** December 18. E.S.B. 46761/69/J.

INDIA

Bulletin 218/69

DIRECTORATE-GENERAL OF SUPPLIES AND DISPOSALS:
*41s. **Tin Ingot.** December 3. E.S.B. 46143/69/J.

Bulletin 219/69

FERTILIZER CORPORATION OF INDIA LTD.:
*2s. **Cellite.** December 1. E.S.B. 46155/69/J.

HINDUSTAN STEEL CO.:
Refractories. January 5, 1970. E.S.B. 46336/69/J.

DIRECTORATE-GENERAL OF SUPPLIES AND DISPOSALS:
*26s. **Grinding Machine.** December 2. E.S.B. 46332/69/J.
Copper Covered Steel Wire. December 23. E.S.B. 46743/69/J.

Bulletin 220/69

HINDUSTAN SHIPYARD LTD.:
*22s. **Rheostat.** (Further Information.) Closing date postponed to December 16. E.S.B. 37883/69/J.

BHARAT HEAVY ELECTRICALS LTD.:
Steel Sections and Plates. December 9. E.S.B. 46748/69/J.
Steel Plates. December 2. E.S.B. 46749/69/J.

UP STATE ELECTRICITY BOARD:
Communications Equipment. January 15, 1970. E.S.B. 46763/69/J.

Bulletin 221/69

BHABHA ATOMIC RESEARCH CENTRE:
*29s. **Steel Pipes and Fittings.** December 9. E.S.B. 46765/69/J.

IRAN

Bulletin 217/69

IRANIAN STATE RAILWAY:
*13s. **Iron Rod and Strap; Wire.** December 27. E.S.B. 45844/69/J.

Bulletin 219/69

*8s. **Lock Seals.** January 12, 1970. E.S.B. 46160/69/J.

TEHRAN REGIONAL WATER BOARD:
*95s. **Water Supply Installation.** (Further Information.) E.S.B. 45838/69/J.

IRANIAN TOBACCO COMPANY:
*Cigarette Filters. January 5, 1970. E.S.B. 46750/69/J.

IRAQ

Bulletin 218/69

NATIONAL ELECTRICITY ADMINISTRATION:
*10s. **Meters.** (Further Information.) E.S.B. 45819/69/J.

CENTRAL FOREIGN PURCHASING BOARD:
*7s. **Surgical Instruments.** (Further Information.) E.S.B. 45813/69/J.
*4s. **Wireless Sets.** (Further Information.) E.S.B. 45041/69/J.

Bulletin 219/69

MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
*72s. and 84s. respectively. **Water Supply Scheme.** (Further Information.) E.S.B. 42676/69/J and 44027/69/J.

CENTRAL FOREIGN PURCHASING BOARD:
*3s. **Surgical Suction Pump.** (Further Information.) E.S.B. 45042/69/J.

Bulletin 221/69

MINISTRY OF DEFENCE:
*7s. (In Arabic and English.) **Stationers' Sundries.** (Further Information.) E.S.B. 45830/69/J.

NATIONAL ELECTRICITY ADMINISTRATION:
Water Chiller. December 16. E.S.B. 46928/69/J.
Underground Cable. December 27. E.S.B. 46927/69/J.

MINISTRY OF OIL AND MINERALS:
Steel Sheets. December 2. E.S.B. 46929/69/J.

GENERAL ESTABLISHMENT FOR DRUGS:
Antibiotics. December 11. E.S.B. 46931/69/J.

Bulletin 222/69

IRAQI PORTS ADMINISTRATION:
Sanitaryware and Fittings. (Further Information.) Closing date postponed to December 10. E.S.B. 30456/69/J.

MINISTRY OF DEFENCE:
*10s. (In Arabic and English.) **X-ray Equipment; Laboratory Equipment; Surgical Instruments.** December 23. E.S.B. 46793/69/J.

IRISH REPUBLIC

Bulletin 220/69

OFFICE OF PUBLIC WORKS:
Central Heating, Water, Fire Fighting and Ventilation Services. December 4. E.S.B. 46746/69/J.

JORDAN

Bulletin 218/69

JORDANIAN ELECTRIC POWER CO.:
Switchgear. December 15. E.S.B. 46191/69/J.

Bulletin 219/69

NATURAL RESOURCES AUTHORITY:
*2s. **Pumps and Diesel Engine.** December 1. E.S.B. 46319/69/J.
*2s. **Pumping Unit.** December 1. E.S.B. 46320/69/J.
*2s. **Pumping Unit.** December 1. E.S.B. 46321/69/J.

KOREA

Bulletin 219/69

OFFICE OF SUPPLY:
*6s. **Cigarette Making Materials, Chemicals.** December 2. E.S.B. 46710/69/J.
*7s. **Telecommunication Equipment.** December 3. E.S.B. 46712/69/J.

MALAYSIA

Bulletin 217/69

MINISTRY OF HEALTH:
*5s. **Blankets, Sheets, Towelling, Textiles.** December 15. E.S.B. 45883/69/J.

Bulletin 222/69

TELECOMMUNICATIONS DEPARTMENT:
Tower, Lattice Masts and Pipe Masts. December 1. E.S.B. 46797/69/J.

MALTA

Bulletin 220/69

TREASURY:
*Paper. December 11. E.S.B. 46781/69/J.
*Dressings. December 17. E.S.B. 46782/69/J.
*Submersible Water Pumps. December 11. E.S.B. 46783/69/J.

MEXICO

Bulletin 219/69

COMISION FEDERAL DE ELECTRICIDAD:
*Condenser and Auxiliary Equipment. December 18. E.S.B. 46322/69/J.

Bulletin 221/69

Autotransformers. (Further Information.) Closing date postponed to December 15. E.S.B. 44069/69/J.

MOZAMBIQUE

Bulletin 218/69

PORTS, RAILWAYS AND TRANSPORT DEPARTMENT:
Lathe. December 17. E.S.B. 46136/69/J.

Bulletin 219/69

*2s. (In Portuguese.) **Canvas.** December 2. E.S.B. 46314/69/J.
*2s. (In Portuguese.) **Workshop Tools and Equipment.** December 3. E.S.B. 46315/69/J.

NEW ZEALAND

Bulletin 218/69

POST OFFICE HEADQUARTERS:
*4s. **Valves; Diodes.** December 3. E.S.B. 46133/69/J.

Bulletin 219/69

*4s. **Regulated Power Supply Unit.** December 9. E.S.B. 46361/69/J.
*4s. **High Voltage Test Sets.** December 8. E.S.B. 46362/69/J.

NETHERLANDS

Bulletin 222/69

ALLIED FORCES CENTRAL EUROPE:
*Paper. December 8. E.S.B. 46901/69/J.

NIGERIA

Bulletin 219/69

NORTH EASTERN STATE TENDERS BOARD:
Construction of Hospital Extension. December 1. E.S.B. 46383/69/J.

PAKISTAN

Bulletin 217/69

DIRECTORATE OF SUPPLY:
*12s. **Vehicle Parts and Equipment; Electrical Equipment; Garage Equipment.** December 1. E.S.B. 45889/69/J.
*11s. **Food Storage Equipment.** December 3. E.S.B. 45890/69/J.

Bulletin 219/69

KARACHI PORT TRUST:
Fork Lift Trucks. December 1. E.S.B. 46366/69/J.

DIRECTORATE OF SUPPLY:
*20s. **Ceramic Tiles.** December 9. E.S.B. 46364/69/J.

Bulletin 222/69

PAKISTAN MACHINE TOOL FACTORY:
Steels. December 15. E.S.B. 46799/69/J.

DIRECTORATE OF SUPPLY:
*16s. **Farm Machinery Maintenance Equipment and Tools.** December 15. E.S.B. 46800/69/J.
*23s. **GI Pipes.** December 16. E.S.B. 46932/69/J.
*18s. **Cement.** December 22. E.S.B. 46934/69/J.

PAPUA AND NEW GUINEA

Bulletin 219/69

SUPPLY AND TENDERS BOARD:
Motor Graders. December 2. E.S.B. 46374/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 220/69

PUBLIC UTILITIES BOARD:
Soda Ash. December 2. E.S.B. 46738/69/J.

Bulletin 222/69

*2s. (Notice.) **Generator, Boiler Equipment.** February 16, 1970. E.S.B. 46773/69/J.

PUBLIC UTILITIES BOARD:
*2s. (Notice.) **Extension of Pumphouse.** January 14, 1970. E.S.B. 46777/69/J.
*2s. (Notice.) **Steel Framework.** February 16, 1970. E.S.B. 46778/69/J.

SOUTH AFRICA

Bulletin 218/69

DURBAN CITY HALL:
*84s. **Busbar Switchboard.** December 19. E.S.B. 46102/69/J.

(Continued on next page)

OPPORTUNITIES FOR EXPORTERS, *continued*

Bulletin 219/69
STATE TENDER BOARD:
*13s. **Laboratory Equipment.** December 1. E.S.B. 46377/69/J.
*9s. **Weather Facsimile Recorder.** December 3. E.S.B. 46380/69/J.
*8s. **Microscopes.** December 1. E.S.B. 46379/69/J.
*10s. **Planchet Counter.** December 1. E.S.B. 46378/69/J.

SUDAN

Bulletin 218/69
SUDAN RAILWAYS:
*5s. **Crane.** December 23. E.S.B. 46107/69/J.
CENTRAL ELECTRICITY AND WATER CORPORATION:
*7s. **Underground Cable.** December 2. E.S.B. 46112/69/J.

Bulletin 219/69
*8s. **Fuses.** December 13. E.S.B. 46113/69/J.

TAIWAN

Bulletin 217/69
CENTRAL TRUST OF CHINA:
*4s. **Valves.** December 9. E.S.B. 45858/69/J.
*6s. **Miners' Cap Lamps.** December 31. E.S.B. 45860/69/J.
*12s. **Dust Precipitator; Venturi Scrubber.** December 29. E.S.B. 45861/69/J.
*3s. **Electrical Supplies.** December 29. E.S.B. 45862/69/J.
*13s. **Pipes and Fittings, Valves, Nuts and Bolts.** December 30. E.S.B. 45859/69/J.
*2s. **Roller Bearings.** December 8. E.S.B. 45896/69/J.
*3s. **Fork-lift Truck.** December 8. E.S.B. 45895/69/J.
*5s. **Lincompex Equipment.** December 29. E.S.B. 45894/69/J.
*4s. **X-ray Film and Equipment, Chemicals.** December 29. E.S.B. 45893/69/J.
*4s. **Towing Tractors.** December 8. E.S.B. 45897/69/J.
*Tape. December 5. E.S.B. 45884/69/J.
*2s. **Insulator Tester.** December 1. E.S.B. 45886/69/J.
*4s. **Diesel Engines.** December 2. E.S.B. 45887/69/J.
*3s. **Carbon Analyser, Metalloscope, Cutter.** December 8. E.S.B. 45898/69/J.
*5s. **Diesel Engines.** December 5. E.S.B. 45885/69/J.

Bulletin 219/69
CHINESE PETROLEUM COMPANY:
*1s. (Press Announcement.) **Construction of a Dimethyl Terephthalate Plant.** (Pre-qualification.) E.S.B. 46831/69/J.

Bulletin 221/69
CENTRAL TRUST OF CHINA:
*3s. **Steel Pipe.** December 24. E.S.B. 46906/69/J.
*6s. **Rubber Suits.** December 29. E.S.B. 46908/69/J.
*9s. **Marine Engines; Diesel Pump Set.** December 23. E.S.B. 46912/69/J.
*Aluminium Cap Making Machine. December 22. E.S.B. 46913/69/J.
*2s. **Gauges.** December 9. E.S.B. 46905/69/J.
*11s. **Rubber Dock Fenders.** December 27. E.S.B. 46907/69/J.
*4s. **Machine Tools.** December 23. E.S.B. 46909/69/J.
*3s. **Washing System Truck.** December 5. E.S.B. 46914/69/J.
*3s. **Steel Pipe and Fittings.** December 2. E.S.B. 46916/69/J.
*3s. **Tank Gauges.** December 4. E.S.B. 46917/69/J.

TANZANIA

Bulletin 221/69
CENTRAL TENDER BOARD:
Wire Nails. December 5. E.S.B. 46903/69/J.

Bulletin 222/69
Rope. December 5. E.S.B. 46902/69/J.

THAILAND

Bulletin 217/69
PROVINCIAL ELECTRICITY AUTHORITY:
Voltage Regulator. December 3. E.S.B. 45853/69/J.
Cable and Conductor. December 1. E.S.B. 45854/69/J.

Bulletin 219/69
THAILAND TOBACCO MONOPOLY:
Aluminium Foil. December 2. E.S.B. 46385/69/J.
STATE RAILWAY OF THAILAND:
Electrical Accessories. December 3. E.S.B. 46339/69/J.
Steel Bars. December 1. E.S.B. 46716/69/J.
Steel Angles. December 1. E.S.B. 46717/69/J.
Nails. December 2. E.S.B. 46719/69/J.
Steel Channel. December 1. E.S.B. 46722/69/J.

Bulletin 222/69
Generating Equipment. December 17. E.S.B. 46789/69/J.

TURKEY

Bulletin 217/69
GROUND FORCES COMMAND:
*9s. **Zinc Oxide.** (Further Information.) Closing date postponed to November 25. E.S.B. 39213/69/J.
*9s. **Aromatic Oil.** (Further Information.) Closing date postponed to November 25. E.S.B. 39214/69/J.
*17s. **Vehicle Spare Parts.** (Further Information.) Closing date postponed to November 25. E.S.B. 39210/69/J.

Bulletin 219/69
*8s. **Electron Tube Tester.** December 1. E.S.B. 46351/69/J.
*8s. **Spectrum Analyser.** December 1. E.S.B. 46350/69/J.
*8s. **Transistor Test Set.** December 1. E.S.B. 46349/69/J.
*9s. **Telephone Test Set.** December 1. E.S.B. 46348/69/J.
*9s. **Mineral Process Oil.** December 3. E.S.B. 46347/69/J.

PETROL OFFICE:
*12s. **Aircraft Refuellers.** December 16. E.S.B. 46345/69/J.
MINISTRY OF FORESTRY:
*16s. **Crawler Tractors.** December 4. E.S.B. 46343/69/J.
NAVAL FORCES COMMAND:
*13s. **Resin Plant.** December 1. E.S.B. 46346/69/J.

Bulletin 220/69
STATE HYDRAULIC WORKS:
*10s. **Concrete Testing Laboratory Equipment.** December 4. E.S.B. 46735/69/J.
*29s. **Electrical Equipment.** December 9. E.S.B. 40737/69/J.
GROUND FORCES COMMAND:
*9s. **X-ray Units.** January 15, 1970. E.S.B. 46733/69/J.
DEVLET SU ISLERI GENEL MUDURLUGU:
*6s. **Laboratory Equipment.** December 10. E.S.B. 46736/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 217/69
EGYPTIAN RAILWAYS:
Lathes. December 25. E.S.B. 45882/69/J.

Bulletin 218/69
RADIO TELECOMMUNICATIONS ADMINISTRATION:
*35s. **UHF Telecommunications Equipment.** December 15. E.S.B. 46146/69/J.

URUGUAY

Bulletin 218/69
ANCAP:
*8s. (In Spanish.) **Copper Tubes.** December 10. E.S.B. 46121/69/J.
*8s. (In Spanish.) **Soldering Equipment.** December 10. E.S.B. 46120/69/J.
FACULTY OF MEDICINE:
*1s. (In Spanish.) **Cotton Wool.** 1st call, December 2; 2nd call, December 15. E.S.B. 46115/69/J.
*1s. (In Spanish.) **Syringes.** 1st call, December 3; 2nd call, December 16. E.S.B. 46118/69/J.
*1s. (In Spanish.) **Surgical Gloves.** 1st call, December 2; 2nd call, December 15. E.S.B. 46117/69/J.
*1s. (In Spanish.) **Gauze.** 1st call, December 2; 2nd call, December 15. E.S.B. 46116/69/J.
*1s. (In Spanish.) **Thermometers.** 1st call, December 9; 2nd call, December 22. E.S.B. 46114/69/J.

Bulletin 220/69
*1s. (In Spanish.) **Adhesive Tape.** 1st call, December 3; 2nd call, December 16. E.S.B. 46119/69/J.

ZAMBIA

Bulletin 218/69
CENTRAL SUPPLY AND TENDER BOARD:
*2s. **Brushes.** December 12. E.S.B. 46522/69/J.
*3s. **Coats.** December 12. E.S.B. 46521/69/J.
*2s. **Caps and Covers (Uniform).** December 12. E.S.B. 46540/69/J.
*6s. **Antibiotics.** December 12. E.S.B. 46124/69/J.

Bulletin 219/69
*2s. **Stockings, Hose Tops, Puttees and Socks.** December 12. E.S.B. 46539/69/J.

Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any document relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (the price of these varies– see individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *Extns.* 7016, 7017, *Telex:* 886143, *Answer Back BOTHILLGATE LDN, Telegram: EXSERBRA.*

ANGOLA

Bulletin 220/69
Inquiry for carbon paper; sausage casing; tin plate. E.S.B. 40563/69/J.

AUSTRALIA

Bulletin 217/69
Inquiry for PVC cloth. E.S.B. 45257/69/J.
Inquiry for foodstuffs; tent cloths. E.S.B. 42768/69/J.

Bulletin 219/69
Inquiry for cement lined steel pipe. E.S.B. 46688/69/J.
*33s. Inquiry for shovel and spade blank; forged fork heads. E.S.B. 46525/69/J.
Inquiry for clear cellulose acetate sheeting. E.S.B. 46474/69/J.

Bulletin 220/69
Inquiry for display aid products. E.S.B. 43344/69/J.
Inquiry for summer weight dress materials. E.S.B. 46442/69/J.
Inquiry for wire working machinery. E.S.B. 46680/69/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE

Bulletin 217/69
Inquiry for electro-acoustic impedance meters. E.S.B. M/55/69/J.

Bulletin 218/69
Inquiry for pumps. E.S.B. M/56/69/J.
*32s. Inquiry for disturbance and event recorders. E.S.B. A/74/69/J.

AUSTRIA

Bulletin 217/69
Inquiry for needle fleece fabrics. E.S.B. 45299/69/J.
Inquiry for punching and shearing machines. E.S.B. 31281/69/J.

Bulletin 218/69
1s. Inquiry for switches. E.S.B. 38069/69/J.

BARBADOS

Bulletin 218/69
Inquiry for bed linen; catering equipment; hotel equipment. E.S.B. 46239/69/J.
Inquiry for textiles. E.S.B. 46070/69/J.

The coil and fan sections of a 30-ton refrigeration industrial air-conditioning unit being located together at the Sandown factory of Temperature Limited. This is one of four split package units being supplied to George Wimpey Limited, for the use in the administration block of a smelting plant in Bahrain. Value of the order is approximately £16,000.

Bulletin 221/69
*Inquiry for shirting material. E.S.B. 46223/69/J.

BELGIUM

Bulletin 218/69
Agency inquiry for caravans. E.S.B. 46246/69/J.
Agency inquiry for control and measuring apparatus; hand tools. E.S.B. 45621/69/J.
Agency inquiry for medical and surgical equipment. E.S.B. 46217/69/J.
Inquiry for paper clippings. E.S.B. 46523/69/J.

Bulletin 221/69
Agency inquiry for do-it-yourself articles. E.S.B. 46490/69/J.
69/J.

Bulletin 222/69
Inquiry for mugs. E.S.B. 41844/69/J.

BERLIN

Bulletin 218/69
Inquiry for clothing. E.S.B. 45750/69/J.
Inquiry for pharmaceutical preparations. E.S.B. 46249 69/J.

Bulletin 219/69
Agency inquiry for furniture. E.S.B. 46292/69/J.
Agency inquiry for textile fabrics. E.S.B. 46425/69/J.
Agency inquiry for automotive spare parts and accessories; hand tools. E.S.B. 46441/69/J.

Bulletin 220/69
Inquiry for air filtration equipment; environmental control apparatus; humidifying equipment. E.S.B. 46097/69/J.
Inquiry for pumps. E.S.B. 36344/69/J.

Bulletin 221/69
Agency inquiry for fabrics. E.S.B. 46293/69/J.
Agency inquiry for textile machinery; man-made fibre plant. E.S.B. 46089/69/J.
Inquiry for evaporator; furnace; magnetic tape manufacturing plant; rolling mill. E.S.B. 47056/69/J.

BOLIVIA

Bulletin 219/69
Agency inquiry for crop spraying packs; saws; soap; toothpaste. E.S.B. 45792/69/J.

Bulletin 220/69
Inquiry for jute sack, kenaf and polypropylene bag manufacturing machinery. E.S.B. 46659/69/J.

BULGARIA

Bulletin 218/69
Inquiry for baby food manufacturing plant; grain unloading machinery and equipment. E.S.B. 45726/69/J.

CANADA

Bulletin 217/69
Manufacture under licence – machine shop equipment; water pollution control equipment. E.S.B. 45280/69/J.

Bulletin 218/69
Inquiry for compressors; industrial air-operated tools and spray equipment. E.S.B. 46073/69/J.
Inquiry for paper. E.S.B. 41177/69/J.

Bulletin 219/69
Inquiry for exhaust purifiers. E.S.B. 46482/69/J.
Inquiry for steam electric power plant equipment. E.S.B. 46279/69/J.

Bulletin 220/69
Inquiry for crockery; decorative tableware; fancy goods; glassware; leather goods; pottery. E.S.B. 13683/68/J.
Inquiry for leather working tools and accessories. E.S.B. 46520/69/J.
8a. Inquiry for forgings. E.S.B. 41127/69/J.
Inquiry for water pollution control plant – further information. E.S.B. 39341/69/J.

Bulletin 221/69
Agency inquiry for fabrics; piece-goods. E.S.B. 41837/69/J.

CHILE

Bulletin 218/69
Agency inquiry for cranes; tugs. E.S.B. 14586/69/J.

CYPRUS

Bulletin 220/69
1a. Inquiry for printing press. E.S.B. 46631/69/J.

DENMARK

Bulletin 217/69
Agency inquiry for ceramic; gift articles; fancy goods; porcelain. E.S.B. 39114/69/J.

Bulletin 219/69
Inquiry for belts; handbags; women's fashion clothing and clothing accessories and novelties. E.S.B. 46416/69/J.

Bulletin 220/69
Agency inquiry for sailcloth. E.S.B. 46256/69/J.
4a. Agency inquiry for composition packing material. E.S.B. 45716/69/J.

DUBAI

Bulletin 220/69
Inquiry for footwear; scissors. E.S.B. 27502/69/J.

EL SALVADOR

Bulletin 220/69
Inquiry for sisal bag making plant. E.S.B. 46843/69/J.

ETHIOPIA

Bulletin 217/69
Inquiry for paper. E.S.B. 46402/69/J.

Bulletin 221/69
Agency inquiry for refrigerators. E.S.B. 46819/69/J.

FIJI

Bulletin 221/69
Agency inquiry for ceramic tiles; suitings. E.S.B. 8598/69/J.
Agency inquiry for plastic raincoats; printed plastic sheeting. E.S.B. 12500/69/J.

FRANCE

Bulletin 217/69
Inquiry for drilled steel plates. E.S.B. 46411/69/J.

Bulletin 220/69
Inquiry for cranes; welding equipment. E.S.B. 46838/69/J.
Inquiry for castings; copper wire; steel sheets and tubes; welding machinery. E.S.B. 46869/69/J.
Inquiry for aluminium, brass and steel tubes. E.S.B. 46839/69/J.
Inquiry for conveyors. E.S.B. 46840/69/J.
Agency inquiry for clothing. E.S.B. 2644/69/J.
Agency inquiry for chinaware; copper boat lamps; whisky measures. E.S.B. 46276/69/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 217/69
Inquiry for telephone answering systems. E.S.B. 41142/69/J.
Inquiry for magnets. E.S.B. 39590/69/J.
Inquiry for galvanized iron soldered tubes. E.S.B. 43378/69/J.
Agency inquiry for electric and gas convection ovens. E.S.B. 45911/69/J.
Inquiry for electronic components; measuring equipment and systems; transducers. E.S.B. 22116/68/J.
Inquiry for iron and steel products. E.S.B. 46464/69/J.

Bulletin 218/69
11s. Inquiry for double-column vertical boring mill; heavy duty milling and boring mill. E.S.B. 46412/69/J.
Inquiry for steel bands; strapping machinery and equipment. E.S.B. 45749/69/J.
Inquiry for fish. E.S.B. 46437/69/J.
Agency inquiry for textiles. E.S.B. 46099/69/J.
Inquiry for supermarket food and non-food items E.S.B. 46280/69/J.
Agency inquiry for carpeting. E.S.B. 46098/69/J.
Agency inquiry for bed linen; blankets; cotton and synthetic fibre fabrics; table linen. E.S.B. 35703/69/J.
Inquiry for cosmetic manufacturing machinery, materials and ancillary products. E.S.B. 46260/69/J.
Inquiry for spectacle frames. E.S.B. 46401/69/J.

Bulletin 219/69
Inquiry for steel strip and tubing. E.S.B. 24891/69/J.
Agency inquiry for yarns. E.S.B. 35701/69/J.
Agency inquiry for control equipment; measuring equipment; safety equipment and appliances. E.S.B. 45275/69/J.

Bulletin 219 and 220/69
Inquiry for communication equipment; office furniture and equipment; shelving; trestles; trolleys. E.S.B. 46420/69/J.
Inquiry for PVC coated fabrics; velveteen. E.S.B. 45717/69/J.
Agency inquiry for welding equipment. E.S.B. 45973/69/J.

Bulletin 220/69
Inquiry for speciality foodstuffs. E.S.B. 45988/69/J.
Agency inquiry for electronic components. E.S.B. 46443/69/J.
Inquiry for industrial control equipment components. E.S.B. 46457/69/J.
Inquiry for bar stools; bingo cards and machines; glassware; table linen. E.S.B. 46257/69/J.
Inquiry for vegetables. E.S.B. 46463/69/J.
Inquiry for tyres. E.S.B. 46473/69/J.
Agency inquiry for building materials. E.S.B. 46088/69/J.

Bulletin 221/69
Inquiry for gearcases. E.S.B. 36449/69/J.
Inquiry for grain and corn driers. E.S.B. 46485/69.
Inquiry for greeting cards; wrapping paper. E.S.B. 47010/69/J.
Agency inquiry for raw and auxiliary products for the varnish and plastic industries. E.S.B. 46220/69/J.
Inquiry for pyjamas; shirts. E.S.B. 46512/69/J.
Agency inquiry for circuit breakers; electronic components; motor controls; tumbler switches. E.S.B. 46455/69/J.
Agency inquiry for carpets; curtain fabrics. E.S.B. 45185/69/J.
Agency inquiry for metal household giftware and novelties; tableware. E.S.B. 46484/69/J.
Agency inquiry for doors; panelling; plastic and plastic laminated boards; plywood; window frames. E.S.B. 46444/69/J.
Agency inquiry for cables; relays. E.S.B. 46606/69/J.

ICELAND

Bulletin 221/69
Inquiry for foodstuffs. E.S.B. 46040/69/J.

ICELAND/POLAND

Bulletin 220/69
Trade and financial arrangements. E.S.B. 1209/G/J.

INDIA

Bulletin 221/69
Inquiry for chemical plant. E.S.B. 28416/69/J.

IRAQ

Bulletin 218/69
Agency inquiry for gas cookers; radio receivers; refrigerators; television receivers. E.S.B. 45975/69/J.
Inquiry for glass fibre manufacturing machinery and raw materials. E.S.B. 46554/69/J.
Inquiry for fabrics; threads. E.S.B. 46469/69/J.

Bulletin 221/69
Inquiry for degreasing plant. E.S.B. 18089/69/J.

IRISH REPUBLIC

Bulletin 217/69
Inquiry for overprinting machines. E.S.B. 43175/69/J.

Bulletin 218/69
Agency inquiry for furnishing and upholstery fabrics; woollen and worsted suitings. E.S.B. 29624/69/J.

Bulletin 219/69
Inquiry for jute yarns. E.S.B. 46476/69/J.

ISRAEL

Bulletin 218/69
Agency inquiry for baby products; chemists' sundries; perambulators; scales; tricycles. E.S.B. 44911/69/J.

Bulletin 219/69
Agency inquiry for cookers; clothes driers; dishwashers; food mixers. E.S.B. 46275/69/J.
Agency inquiry for laboratory ovens; machine tools. E.S.B. 22002/69/J.
Agency inquiry for bottle filling machines; cooling units; ice cream freezers and dispensing machines; ice cube makers; soft drinks carbonators. E.S.B. 44246/69/J.

Bulletin 220/69
Agency inquiry for automobile engines and engine spare parts; hydraulic equipment; sintered metallic parts. E.S.B. 46047/69/J.

Bulletin 221/69
Agency inquiry for industrial distillation apparatus; laboratory equipment; potentiometric recorders. E.S.B. 46277/69/J.

ITALY

Bulletin 217/69
Inquiry for mineral lead. E.S.B. 46285/69/J.

Bulletin 218/69
Inquiry for chains; machine tools; steel cables. E.S.B. 6128/69/J.
Inquiry for glass-fibre yarns; looms. E.S.B. 47587/68/J.

Bulletin 219/69
Inquiry for headgear. E.S.B. 46456/69/J.
Agency inquiry for laminated sheet iron. E.S.B. 45920/69/J.
Agency inquiry for air conditioning and refrigeration equipment accessories; compressors. E.S.B. 46429/69/J.
Agency inquiry for chemical reagents and products. E.S.B. 46300/69/J.

Bulletin 220/69
Agency inquiry for frames for spectacles. E.S.B. 46602/69/J.
Inquiry for motor actuators. E.S.B. 46413/69/J.
Inquiry for imitation leather. E.S.B. 46471/69/J.
Manufacture under licence – concrete building structures. E.S.B. 46700/69/J.
Manufacture under licence – box caissons; concrete slabs. E.S.B. 46809/69/J.
Manufacture under licence – prefabrication systems. E.S.B. 46810/69/J.
Manufacture under licence – prefabricated concrete parts; prefabricated panels. E.S.B. 46811/69/J.
Manufacture under licence – concrete carrying structures; wall panels. E.S.B. 46697/69/J.
Manufacture under licence – concrete industrial sheds; precompressed beams. E.S.B. 46698/69/J.

(Continued on next page)

TRANSLATIONS
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AGENCY INQUIRIES, *continued*

Bulletin 221/69
Inquiry for motor cycle performance kits. E.S.B. 46254/69/J.
Agency inquiry for agricultural machinery and implements. E.S.B. 46452/69/J.
Agency inquiry for prints. E.S.B. 33080/68/J.
Inquiry for travel rugs. E.S.B. 30615/69/J.

IVORY COAST

Bulletin 217/69
Inquiry for machinery for the manufacture of underwear, garment trade accessories, rubber bands and self-adhesive labels; printing machinery; self-service ice cube making machines. E.S.B. 45761/69/J.

JAMAICA

Bulletin 220/69
Inquiry for sugar cane mill. E.S.B. 45215/69/J.

JAPAN

Bulletin 221/69
Agency inquiry for cash registers and dispensers. E.S.B. 46626/69/J.
Inquiry for foundry labour saving devices; grinding machine; loading and unloading device. E.S.B. 48963/68/J.

JORDAN

Bulletin 219/69
Inquiry for control gear; electrical appliances; electric bells; electrical light fittings and accessories; fire extinguishers; steel conduit tubes and fittings; switches; transformers. E.S.B. 46462/69/J.

KUWAIT

Bulletin 218/69
2s. Inquiry for unbreakable lampshades. E.S.B. 27037/69/J.

Bulletin 219/69
Inquiry for air-conditioning units ;domestic electrical appliances; radios; record players; tape recorders; television sets. E.S.B. 46011/69/J.
Inquiry for air-conditioning, refrigeration and power installation equipment. E.S.B. 45909/69/J.
Inquiry for bedspreads; clothing; suitcases. E.S.B. 39729/69/J.
Inquiry for marine accessories; safety equipment; wire ropes. E.S.B. 20227/69/J.

Bulletin 221/69
Inquiry for clothing; cosmetics and perfumes; jewellery; knitwear; toys and games. E.S.B. 47082/69/J.

LEBANON

Bulletin 217/69
Inquiry for clothing manufacturing machinery. E.S.B. 45706/69/J.

Bulletin 220/69
Inquiry for gauges; steel sheets; thermometers; tubing; valves. E.S.B. 47021/69/J.

LIBYA

Bulletin 217/69
Use of Arabic. CRE 27948/G/J.

MALAWI

Bulletin 217/69
Agency inquiry for lawn mowers. E.S.B. 45643/69/J.

Bulletin 220/69
1s. Inquiry for optical benches. E.S.B. 15850/69/J.

MALAYSIA

Bulletin 219/69
Inquiry for agricultural chemicals; fertilizers; garden tools; spraying equipment. E.S.B. 46477/69/J.

MALTA

Bulletin 218/69
Agency inquiry for building materials; hand tools; hardware; paint brushes and rollers; PVC sheets and pipes. E.S.B. 46286/69/J.
Agency inquiry for foodstuffs. E.S.B. 46211/69/J.

Bulletin 220/69
Inquiry for connector switches. E.S.B. 42764/69/J.

Bulletin 222/69
Agency inquiry for conduit tubing and accessories; electric cable; electric lamps; fluorescent tubes; switches and fuses. E.S.B. 42074/69/J.

MOROCCO

Bulletin 218/69
Inquiry for druggists' sundries; haberdashery. E.S.B. 46435/69/J.

NETHERLANDS

Bulletin 218/69
Agency inquiry for electrical measuring equipment; impulse counters; photo-electrical equipment; relays; time recorders. E.S.B. 45247/69/J.

Bulletin 220/69
Agency inquiry for blouses; cotton wool and synthetic fabrics; knitwear. E.S.B. 46299/69/J.

Bulletin 221/69
Agency inquiry for clothing; leather and imitation leather fashion accessories; shirtings. E.S.B. 46221/69/J.
Agency inquiry for machine tools. E.S.B. 46475/69/J.

NEW ZEALAND

Bulletin 218/69
Inquiry for pig iron. E.S.B. 36592/69/J.

NIGERIA

Bulletin 218/69
Inquiry for charcoal, electric and kerosene irons; cigarette lighters; food grinders; lamps. E.S.B. 33032/69/J.

Bulletin 220/69
Inquiry for abattoirs. E.S.B. 45724/69/J.

NORWAY

Bulletin 217/69
Agency inquiry for giftware; powder compacts; purses; sun glasses; wallets. E.S.B. 45961/69/J.

Bulletin 219/69
Inquiry for steel. E.S.B. 45758/69/J.

Bulletin 221/69
Inquiry for crawler tracks and complete undercarriages for excavating machines. E.S.B. 46826/69/J.

PAKISTAN

Bulletin 218/69
Inquiry for asphalt transportation vehicles and equipment. E.S.B. 46584/69/J.

Bulletin 221/69
Inquiry for grinding plant. E.S.B. 47222/69/J.

PHILIPPINES, REPUBLIC OF

Bulletin 219/69
Inquiry for battery making plant; oxygen plant; wire working machine. E.S.B. 15215/69/J.
Agency inquiry for boilers. E.S.B. 42766/69/J.

POLAND

Bulletin 221/69
Inquiry for pumps. E.S.B. 46493/69/J.

PORTUGAL

Bulletin 218/69
Agency inquiry for construction equipment; mechanical handling equipment. E.S.B. 14890/69/J.

PUERTO RICO

Bulletin 220/69
Inquiry for wire hanger manufacturing machinery. E.S.B. 44395/69/J.

RUMANIA

Bulletin 218/69
Inquiry for hospital washing and sterilizing equipment; launderette equipment; textile finishing machinery. E.S.B. 2118/69/J.

SAUDI ARABIA

Bulletin 218/69
Inquiry for meters. E.S.B. 46045/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 219/69
Inquiry for stainless steel. E.S.B. 41197/69/J.

SOUTH AFRICA

Bulletin 219/69
Agency inquiry for pliers. E.S.B. 46290/69/J.

SOUTHERN YEMEN, PEOPLE'S REPUBLIC OF

Bulletin 219/69
Inquiry for polyurethane flexible foam making machinery. E.S.B. 46291/69/J.

SPAIN

Bulletin 219/69
2s. Agency inquiry for compressed air operated hand tools. E.S.B. 46407/69/J.

SWITZERLAND

Bulletin 217/69
Agency inquiry for coin-operated/amusement and gaming machines. E.S.B. 46242/69/J.
Inquiry for boxes; chemicals; electric cables; electric connectors; welders' protective clothing. E.S.B. 43927/69/J.
Agency inquiry for ice scrapers for cars; ice cube making machinery; paint rollers and brushes; pet-care articles; trimming knife. E.S.B. 45667/69/J.

Bulletin 218/69
Agency inquiry for anchors; boating accessories; cooking equipment; fire extinguishers; horns; lifejackets; ropes; speedometers. E.S.B. 45921/69/J.
Agency inquiry for camping equipment. E.S.B. 45748/69/J.

Bulletin 219/69
Inquiry for tie linings. E.S.B. 46472/69/J.
Agency inquiry for yarn. E.S.B. 46090/69/J.
Inquiry for steel sheets, plates, coils, bars and profiles. E.S.B. 46419/69/J.
Agency inquiry for piece-goods. E.S.B. 46481/69/J.
Agency inquiry for motors for oil burners; textile machinery and accessories. E.S.B. 44691/69/J.
Inquiry for woven furnishing and decorating fabrics. E.S.B. 4443/69/J.
Agency inquiry for women's clothing. E.S.B. 46225/69/J.
3s. Inquiry for agricultural equipment – further information. E.S.B. 46072/69/J.

Bulletin 220/69
*Agency inquiry for domed boiler bases. E.S.B. 45940/69/J.
Inquiry for felt. E.S.B. 29866/69/J.

Bulletin 221/69
Inquiry for chemicals and raw materials for chemical, food, paint, rubber and plastic industries. E.S.B. 46224/69/J.
Inquiry for roller chains; sprockets and chain drives. E.S.B. 46803/69/J.
Inquiry for nylon towing cord. E.S.B. 39963/69/J.

THAILAND

Bulletin 221/69
Agency inquiry for clothing; shoes. E.S.B. 46605/69/J.
Inquiry for mosquito netting; vacuum flasks. E.S.B. 17784/69/J.

TURKEY

Bulletin 219/69
Inquiry for electro-cardiograph apparatus; invalid chairs; ultrasonic therapy apparatus. E.S.B. 46066/69/J.
Agency inquiry for earthmoving plant; electronic equipment; hospital equipment; pharmaceutical raw materials and machinery; textile machinery. E.S.B. 45623/69/J.

Bulletin 220/69
Inquiry for fertilizer plant; textile plant. E.S.B. 46541/69/J.

UGANDA

Bulletin 220/69
Agency inquiry for cassette tape recorders; electric household appliances. E.S.B. 46607/69/J.

UNITED STATES OF AMERICA

Bulletin 217/69
Inquiry for bi-metal plates; decarbonator; entrainment separators; gears; piping; pumps; steam turbines; valves. E.S.B. 43601/69/J.
Agency inquiry for ski clothing; ski accessories. E.S.B. 46033/69/J.

Bulletin 218/69
Inquiry for linen. E.S.B. 46270/69/J.
Inquiry for umbrellas. E.S.B. 37634/69/J.

Bulletin 219/69
Inquiry for pins; snap-fasteners; thimbles. E.S.B. 46418/69/J.
Inquiry for school equipment and supplies. E.S.B. 34972/69/J.

Bulletin 220/69
Inquiry for dietetic foodstuffs. E.S.B. 46026/69/J.

Bulletin 221/69
Agency inquiry for dart boards and darts; tennis balls. E.S.B. 46227/69/J.
Manufacture under licence – power transmission components. E.S.B. 46445/69/J.

Bulletin 222/69
Inquiry for reproduction or original jacobean chairs. E.S.B. 47233/69/J.
Manufacture under licence in Britain. Clutches, brakes. ESB 45922/69/J.

VENEZUELA

Bulletin 217/69
Inquiry for chemical additives; wire manufacturing machinery; concrete manufacturing machinery and products. E.S.B. 46240/69/J.

Bulletin 218/69
Inquiry for welding fittings for pipework. E.S.B. 36745/69/J.

Bulletin 219/69
Inquiry for steel flats. E.S.B. 46415/69/J.

ZAMBIA

Bulletin 221/69
Inquiry for beds and mattress making components and machinery; chairs and sofas coverings. E.S.B. 19523/69/J.

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the December 20 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page viii of the October 1 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London E.C.4 (Tel.* 01-248 5757).

Marketing seminar in Milan

MR. K. A. YARKER, managing director of Ken Yarker Ltd., of Leamington Spa., was invited to co-chair and lecture at a marketing seminar, 'Marketing Through Distributors', in Milan, from November 12 to 14, attended by marketing executives from companies throughout Europe.

Mr. Yarker is postponing one of his company's own marketing courses to accept the invitation. He had intended making a business trip to Spain, Portugal and France in November, so Milan fits in ideally as 'first port of call'. He will now see various agents after the seminar, on the return trip.

Meeting agents, distributors

MR. PETER PEARSON, export manager of Storeys of Lancaster, manufacturers of vinyl sheeting, was a member of the nine-man sales mission which left for the Caribbean recently (reported in our October 29 issue). Organized by the Building Materials Export Group, the sales mission started with a five-day visit to Jamaica, followed by five-day stays in Puerto Rico, Guyana and Trinidad.

As well as meeting Storeys' agents and distributors in these teritories, Mr. Pearson visited architects and large building firms to stimulate interest and sales in Storeys' products. After completing the mission, Mr. Pearson planned to spend two weeks in Bermuda and the Bahamas meeting agents, distributors and customers.

Visiting subsidiaries

MR. DAVID GODFREY, managing director of Calmic Ltd., Crewe, flew to Toronto on October 31, on the first stage of an extensive tour of the company's subsidiaries and associates abroad, in particular two of the newer associate companies in Colombo and Tokyo. Mr. Godfrey will also be visiting Vancouver, Bangkok, Sydney and Singapore, his tour extending over the whole of November.

Prelude to 1970 programme

AS A PRELUDE to his 1970 series of fact-finding missions aimed at determining the export potentialities of Hacker radio and audio equipment, Mr. David O'Neil, export manager, visited Dublin from November 3 to 7.

Thriving home sales and an ever-increasing public regard for the company's products have convinced the Hacker management that the establishment of worthwhile overseas markets is now a priority in the development of the company—a conviction fully supported by the reception accorded to Mr. O'Neil in Zurich and Vienna earlier this year. Gibraltar, Cyprus, Malta, Scandinavia and Portugal form the tentative nucleus of the 1970 programme.

A trade mission from the British Textile Council visited Auckland, New Zealand, from October 7 to 13. During their visit, they held a reception on October 8, when this photograph was taken. From left to right: Mr. S. S. Hill, of S. Hill & Co. (Darvelace) Ltd. (a member of the mission); Mrs. C. Basden, of California Productions Ltd., Auckland; Mr. P. Christian, of G. F. Tyrell Ltd., Auckland; Miss Gay Edwards, of 'Clothing and Footwear News', Auckland; Mr. R. W. Brocklehurst, of Neuss, Hesslein, Kempton Ltd. (leader of the trade mission); and Mr. C. E. Dymond, Counsellor in Charge, British High Commission, Auckland.

Canadian distributors

DEEKO have appointed the Dennison Manufacturing Company of Canada Ltd., as their distributors for the Canadian market. Mr. Don Slade, marketing director of Deeko's packeted division, arranged this when he visited the United States and Canada with the recent British Stationers Trade Mission.

Commenting on his trip, Mr. Slade says that the potential in Canada is enormous. 'The old maxim of "get out and sell" undoubtedly applies. There are no short cuts, but the Canadian market in general is extremely receptive to British products. Canada could well become our second largest export market, after Australia'.

A major problem in a vast country such as Canada is the acquiring of a distributor who covers the country from coast to coast. Dennisons are one of the few companies in a related field able to offer this facility.

Continuing sales tour

MR. D. G. LOVE, marketing manager of Combined Optical Industries Ltd., of Slough, is touring the United States and Canada, visiting New York, Chicago, Minneapolis, Kansas City, Fort Lauderdale, Richmond and Toronto. The visit is part of Mr. Love's tour to find new markets for magnifiers and lenses. As reported in our September 24 issue, Mr. Love recently visited a number of German cities.

In-depth market survey

MONTGOMERIE REID LTD., of Bramley, Basingstoke, manufacturers of battery-operated forklift trucks, recently completed an in-depth market survey of Holland. The survey was the work of Mr. John P. Barker, newly appointed sales and marketing director, whose special responsibilities include the promotion of the company's export business. Mr. Barker visited all cities and major towns in Holland, interviewing both existing and potential users of medium-range, battery-electric forklift trucks, and made a further survey of competitive activities, in conjunction with a Dutch company.

The company now plan a major sales drive in Holland and expect to announce the appointment of agents in the near future. Full technical training, servicing and handling of spares, and training of operators is provided by the company, who also supply supporting promotional aids and literature.

The success of the Dutch survey has prompted the company to examine other markets, including Canada, and a series of overseas visits by company executives is now into final planning stage.

Marketing tour in Europe

MR. W. GIDDINGS, recently appointed marketing manager of Spring Grove Services Ltd., Henley-on-Thames, Oxon, plans to visit Scandinavia, Germany and Switzerland to assist and advise existing distributors on the marketing aspects of Spring Grove's dust control cleaning system using impregnated checkmats and mops. He will be visiting Austria, Portugal and France seeking new distributors in the remaining EEC countries.

As leading suppliers of impregnated dust control checkmats and mops, Spring Grove have recently completed orders valued at £20,000 to Switzerland, Finland, Denmark and Norway.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1* (01-248 9876, *Ext.* 6147).

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion on this page.

Sweden orders more tractors

An order from Sweden, estimated at £180,00 for 50 of the latest and biggest Muir-Hill tractors, the 161, highlights the considerable penetration into the Scandinavian market which Muir-Hill Ltd. of Gloucester have achieved during 1969.

The Swedish firm of Hemek, having extensively tested the company's 101 tractors, now uses them as the power unit for all-drive, self-loading timber carriers, and has begun adapting the more powerful 161 also.

Biscuit factory project

Courtaulds Engineering Ltd. have been appointed managing agent by Irish Biscuits Ltd. for the design and construction of a new biscuit manufacturing factory on the industrial estate at Tallaght, Co. Dublin. The project provides for the re-siting and modernization of existing production facilities and has been planned for execution in two phases scheduled for completion in March 1973.

Hats for Holland

'Mr. Carefree' hats were recently introduced to the Dutch press at a reception held at the Amsterdam Hilton Hotel. Jointly hosted by Associated British Hat Manufacturers Ltd. of Stockport, Cheshire, and the Nederlanse Hoedenfabriek (Dutch agents for 'Mr. Carefree'), the event attracted a good deal of interest. As a result, about 150 retail outlets have been opened up in Holland for the sale of the hats, some 600 dozen hats being ordered to introduce the line. 'Mr. Carefree' felt hats are marketed in three adjustable sizes and are collapsible for presentation in pvc wallets. This means that 36 hats can be displayed in a space under 2ft. square and less than 3ft. high.

Airtube system for Dublin

Lamson Engineering Co. Ltd., Willesden, London, have received an order from Arthur Guinness, Son & Co. (Dublin) Ltd., for a 3-inch pressure airtube system to be used for the inter-departmental distribution of medical records and bottles of medicine. The point-to-point system of twin tubes, which is to be used in the company's new medical block, operates through a central exchange and will contribute to speeding up internal distribution between departments.

Turbines for citric acid plant

Greenwood & Batley Ltd., Leeds, have received orders worth about £30,000 for the whole of the auxiliary small turbine requirements of Pfizer's new citric acid plant at Ringaskiddy, near Cork. The plant is designed to meet the citric acid requirements of the whole of the Western world, excluding the United States.

British engines for family cruisers

A new British-powered Dutch family cruiser has had such an enthusiastic reception in Rotterdam that already the first four months' production of 16 boats has been sold. The craft, powered by twin Perkins 4·236 marine diesel engines, is intended for European and American markets. With a cruising speed of 15 knots and a maximum speed of 20 knots, the 'Amerglass 32' has been designed to fill the need for a long-range, diesel-powered, luxury craft at a low price. Made in fibreglass, the 32-ft. craft carries a Lloyd's certificate, has sleeping accommodation for six people, and will sell at £6,500.

£1 million mineral transport system

Hawker Siddeley's Canadian subsidiary has won a contract from Peru worth over £1 million ($2·8 million) to supply port facilities and a 285-ft. diesel-powered ship to carry rail wagons. The equipment supplied will complete a 300-mile link to enable 12,000 tons of lead and zinc concentrates a year to be transported from the Matilde Mine in Bolivia to the Peruvian Pacific port of Matarani. The contract includes steel structures for loading the rail wagons at two lake ports, also belt conveyors, bulldozers, loader-tractors and steel structures for the handling and loading of minerals in bulk at Matarani.

£700,000 steel fabricating plants

Orders for steel fabricating plants worth approximately £700,000 have been booked to date this year by the Boulton and Paul Group of Norwich. Nearly £500,000 of this total represents business with the USSR, the remainder being with Japan and Brazil.

Orders for carpet machinery

As well as selling £150,000 worth of machinery to Czechoslovakia, Singer-Cobble Ltd., the Blackburn-based tufted carpet machinery manufacturers, have won two orders together valued at more than £70,000 from Argentina, a new market for the company, and orders worth £20,000 have been received from Australia and Japan. Further contracts have been won in Nigeria (£50,000), Germany (£100,000) and the Middle East (£100,000).

Containerized consignment

Pirelli Ltd., have sent £9,000 worth of resilien webbing to America by container ship in an effort to speed up deliveries to customers. The company has, since beginning webbing exports to the United States and Canada, earned over $6·5 million in webbing sales to furniture manufacturers there. The company estimate that the time containerization saves by minimizing packaging and handling could enable it to reduce current transit times by as much as a week.

This experimental containerization consignment of resilient webbing – a textile reinforced rubber spring used as seating suspension - was made at Burton-on-Trent.

Lathes for Malaysia

Boxford Machine Tools, Halifax, are supplying 243 lathes for installation in over 100 junior technical schools now nearing completion in Malaysia.

Boxford claim to be the first British company to use production line assembly methods in the construction of lathes.

£15,000 contract from Indonesia

Rapid Magnetic Ltd., of Birmingham, have received a £15,000 contract from Indonesia for the supply of high-intensity magnetic separation equipment for the treatment of cassiterite ore. The firm's technical director, Mr. T. G. Hawker, is to visit Indonesia after presenting a paper on Magnetic Separation at the forthcoming Tin Congress in Bangkok.

£440,000 computer for Slovakia

Ustav Ekonomiky a Organizacie Stavernictva, the Slovakian equivalent to the United Kingdom Ministry of Public Building and Works, has ordered a large System 4-50 computer worth £440,000 from International Computers Ltd., Putney, London. The computer will be delivered to Bratislava in December.

The new Letraset Studio, Vienna, is the first of its type in Europe. It was opened on October 23 by Mr. Paul Scott, Commercial Counsellor, British Embassy, Vienna (seated right), who is seen using 'Instant Lettering' flanked by Herr Helmutt Gallent, of Interpapier GmbH (Letraset's agent), and Mr. Derek V. Dutton (standing), public relations controller of Letraset, London. All Letraset graphic art products will be demonstrated in the new studio, designed by a leading young Austrian architect, Gerhard Praunegger.

Navigation equipment for tanker

The 230,000-d.w.t. *Thorshammer*, due to be delivered to A/S Thor Dahl, Sandefjord, Norway, in December, is to be extensively equipped with Sperry navigational equipment, including two Mk. 20 gyro compasses, twin-rate duplex steering control, two bearing repeaters, and a course recorder.

It is interesting to note that A/S Thor Dahl was one of the first owners in the world to employ gyro compasses in whale catchers – in 1949 Sperry compasses were fitted to most vessels of their fleet.

Sales will exceed £13 million

Sales of Plant Protection Ltd., who market ICI crop protection chemicals in over 130 countries, are rising so rapidly that far-reaching changes are to be made in the export marketing organization.

Over the past few years, the company's export sales have been expanding at an annual rate averaging between 20 and 30 per cent, reaching almost £11 million in 1968. They will exceed £13 million this year.

To achieve these results Plant Protection has increased its commercial and technical staff at all levels. Marketing effort is now concentrated in four geographic regions. New regional managers and their areas of responsibility are: Mr. W. G. Jenkins, Americas, Australia and New Zealand; Mr. J. R. Denize, Far East; Mr. R. C. Hampel, Europe; Mr. I. E. Darter, Africa and Mediterranean.

Backing for the revised organization is provided by an Export Services Department under the management of Mr. K. R. Moores, who will co-ordinate the marketing of new products and provide information and services on a global basis.

£300,000 orders from New Zealand

Two new telephone exchanges which will help to meet the increasing demands of telephone subscribers in the North Island of New Zealand have been ordered by the New Zealand Post Office from Plessey Telecommunications Group. The equipment, worth £300,000, will be manufactured at Plessey establishments on Merseysid

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEASTARIFF LIST.

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m', Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations and Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

GENERAL

Decision 69/377/CEE relates to the methods of application of **Decision 69/375/CEE** authorizing Germany to take safeguard measures in the agricultural sector (*Journal Officiel* No. L277 dated November 4, 1969).

Regulation (CEE) No. 2195/69 establishes the method of application of the premium system for the slaughter of cows and for non-marketing of milk and milk products set up by **Regulation (CEE) No. 1975/69** (*Journal Officiel* No. L278 dated November 5, 1969).

CEREALS

Regulation (CEE) No. 2196/69 modifies Annex I of **Regulation (CEE) No. 968/68** which relates to the system applicable to animal feedstuffs with a cereal base (*Journal Officiel* No. L279 dated November 6, 1969).

Regulation (CEE) No. 2204/69 modifies **Regulation No. 158/67/CEE** fixing the coefficients of equivalence between the various qualities of cereals (*Journal Officiel* No. L279 dated November 6, 1969).

OILS, FATS AND OILSEEDS

Regulation (CEE) No. 2184/69 fixes the production refunds for olive oil used in the manufacture of preserved fish and vegetables (*Journal Officiel* No. L276 dated November 1, 1969).

PROCESSED AGRICULTURAL PRODUCTS

Decision 69/392/CEE relates to the methods of application to certain of the processed agricultural products covered by **Regulation (CEE) No. 1059/69,** of the special safeguard measures which Germany is authorised to take by virtue of Decision 69/375/CEE.

Regulation (CEE) No. 1059/69 is the basic regulation for the sector covering processed agricultural products and affects processed goods containing one or more of the following: cereals, milk, cream, butter, beet and cane sugar and molasses (*Journal Officiel* No. L280 dated November 7, 1969).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 2182/69 relates to the customs system for the payment in advance of refunds in the milk products sector (*Journal Officiel* No. L276 dated November 1, 1969).

Regulation (CEE) 2183/69 modifies **Regulations (CEE) Nos. 1489/69** and **1659/69** relating to the sale for processing of butter held in public stock (*Journal Officiel* No. L276 dated November 1, 1969).

Regulation (CEE) No. 2197/69 modifies **Regulation (CEE) No. 823/68** which determines the grouping of products and the special provisions for the calculation of levies with respect to milk and dairy products (*Journal Officiel* No. L279 dated November 6, 1969).

Regulation (CEE) No. 2186/69 relates to a regular auction of powdered skimmed milk sold by the Belgian, German, French and Dutch intervention organizations, and exported to third countries in the form of processed products (*Journal Officiel* No. L281 dated November 8, 1969).

SUGAR

Decision 69/376 relates to the second partial adjudication, effected under the provisions of **Regulation (CEE) No. 1965/69** for fixing the maximum amount of the export refund for white sugar (*Journal Officiel* No. L276 dated November 1, 1969).

Decision 69/391/CEE concerns the fixing of the maximum amountof the export refund for white sugar applicable to the third partial adjudication effected under the provisions of **Regulation (CEE) No. 1965/69** (*Journal Officiel* No. L279 dated November 6, 1969).

CATTLE, BEEF AND VEAL

Regulation (CEE) No. 2185/69 concerns the verification of the **888/68** so far as it concerns the definition of preserved food referred to in **Regulation (CEE) No. 805/68** which set up the Common Market organization in the beef and veal sector (*Journal Officiel* No. L274 dated October 31, 1969).

Regulation (CEE) No. 2185/69 concerns the vertification of the price of beef and veal in the representative markets in the Community (*Journal Officiel* No. L276 dated November 1, 1969).

PIGMEAT

Regulation (CEE) No. 2205/69 modifies **Regulation (CEE) No. 1665/69** which relates to the measures to be taken in the pigmeat sector following the devaluation of the French franc (*Journal Officiel* No. L279 dated November 6, 1969).

Tariff quotas in the EEC

THE *Board of Trade Journal* dated January 10, 1969 (page 109-110) contains details of a number of Regulations setting up community tariff quotas for the period January 1, 1969 to December 31, 1969. The *Journal Officiel des Communautés Européennes* No. L274 contains details of regulations setting up three supplementary tariff quotas as follows:

Regulation (CEE) No. 2141/69 sets up a supplementary community tariff quota for 11,500 tonnes of ferro-silicone (common customs tariff No. 73.02C) at a 5 per cent rate of duty for the period up to December 31, 1969. 9,200 tonnes of this supplementary quota have been allocated on the following basis:

Germany	1,794 tonnes
France	23 tonnes
Italy	460 tonnes
Netherlands	1,733 tonnes
Belgo-Luxembourg Economc Union	5,190 tonnes

The remaining 2,300 tonnes will form a reserve available to member states who use 90 per cent or more of their original allocation.

Regulation (CEE) No. 2142/69 sets up a supplementary community tariff quota of 500 tonnes of ferro-chromium containing by weight at least 0.1 per cent of carbon and more than 30 per cent but not more than 90 per cent inclusive of chrome (common customs tariff No. ex 73.02E.1) at a 4 per cent rate of duty, for the period up to December 31, 1969. 400 tonnes of this supplementary quota has been allocated in the following basis:

Germany	23 tonnes
France	1 tonne
Italy	351 tonnes
Netherlands	8 tonnes
Belgo-Luxembourg Economic Union	17 tonnes

The remaining 100 tonnes will form a reserve available to member countries who use 90 per cent or more of their original allocation.

Regulation (CEE) No. 2143/69 sets up a supplementary tariff quota of 30,000 tonnes of ferro-silicone manganese (common customs tariff No. 73.02D) at a 3 per cent rate of duty, for the period up to December 31, 1969. 24,000 tonnes of this supplementary quota has been allocated on the following basis:

Germany	22,154 tonnes
France	53 tonnes
Italy	948 tonnes
Netherlands	370 tonnes
Belgo-Luxembourg Economic Union	475 tonnes

The remaining 6.000 tonnes will form a reserve.

Details of the methods of allocation of the reserves and of the conditions attached to the quotas referred to above and the French texts of the Regulation may be obtained on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Customs legislation in the EEC

THE *Journal Officiel des Communautés Européennes* No. L279 dated November 6, 1969 contains the text of **Regulation (CEE) No. 2198/69** relating to the margins of time provided for in Article 10 of **Regulation (CEE) No. 803/68.** An unofficial translation of the text of Regulation (CEE) No. 803/68 which is the basic regulation on the valuation of goods for Customs purposes, was published in the *Board of Trade Journal* dated August 16, 1968.

The French texts of both the Regulations referred to above may be obtained on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). Copies of the English translation of Regulation (CEE) No. 803/68 may be obtained on application to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, (Room 373), London, S.W.1 (Tel. 01-222 7877, Ext. 2354).

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (606 6699). *The department has* 19 *local offices in various parts of the United Kingdom A list is given on page* 238 *of July* 23 *issue of the* Board of Trade Journal.

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FEDERAL REPUBLIC OF GERMANY

Abolition of Border Tax modifications

AN ANNOUNCEMENT in the *Board of Trade Journal* of October 29, and in the *Export Service Bulletin* of October 29, reported the Federal German Government's decision to revalue the Deutschmark by 9·29 per cent, with effect from October 27. In conjunction with this decision, the German Government also stated its intention finally to abolish the Border Tax measures introduced in November 1968, which were recently suspended until November 30, 1969. These had provided for a tax of 4 per cent on exports and a reduction by 4 per cent on the turnover tax on imports, for most commodities, and a lower rate on some other commodities.

FRANCE

Duty quota for seed potatoes

THE FRENCH *Journal Officiel* of November 4 announced that for the period up to and including June 30, 1970, the quota for seed potatoes (Tariff no. 07.01 A.I.a) has been fixed at 28,000 metric tons of which:

10,000 metric tons for early potatoes (Sartena variety)
12,000 metric tons for other early varities
6,000 metric tons for floury potatoes (variétés féculières)

Conditions for admission under this quota are set out in an Order of August 12, 1958, for the import of potatoes and in an Order of April 12, 1962, stating the general conditions for import duty quotas.

Authorizations will be valid for 30 days from the date of delivery but will not be valid after June 30, 1970.

The full French text of this notice, together with a specimen of the new form on which applications for authority to import must be made, may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

SPAIN

Alkylbenzene and dodecylbenzene

NOTICE WAS GIVEN in the Spanish State *Gazette* of October 27, 1969 of the suspension of the reduction in the Home Compensation Tax Levy on alkylbenzene and dodecylbenzene (Tariff Heading 38.19 E.1 and E.2 refer).

Inquiries about this notice should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

Clarification of the interpretation of Tariff Heading 59.03

THE SPANISH AUTHORITIES have published the following note to clarify the interpretation of Tariff Heading 59.03 non-woven fabrics including impregnated and washed:

> 'Goods included within the said subsection cannot be cleared as liberalized goods if coated, covered or washed with cellulose or artificial plastic material subject to globalization procedure.'

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

AUSTRIA

Proposed reduction in equalization tax

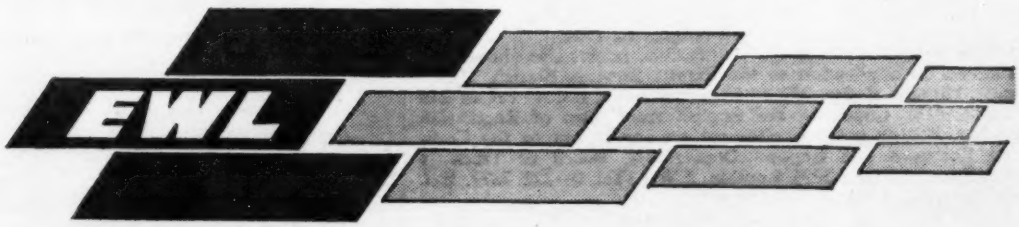
THE AUSTRIAN Ministry of Finance has prepared draft legislation to introduce the following reductions in equalization tax:

B.N.	Commodity	Reduction
34.02	Detergents	From 10·6% to 7·75%
87.02 B	Passenger motor cars	From 13% to 10·6%
ex 87.06	Certain parts of motor vehicles	From 13% to 10·6%

Books are now to be exempted entirely from equalization tax.

(*Continued on page* 1420)

Add EWL power to your export drive



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At customers' request, the Goods Control Office of Bucharest executes for chemicals, oil products, foodstuffs, machinery and equipment, agricultural products and meat, wooden products and furniture:

- quality control, piece by piece or by sampling;
- quantity control, sizes and specifications, total or by sampling;
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- selecting, taring, equalizing of goods; loading; stacking and stowing into freight cars, on board ship and in storehouses;
- laboratory analyses;
- control of transport facilities;
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ROMANIAN COMMERCIAL OFFICE,

26, CADOGAN SQUARE, LONDON, S.W.1.

AUSTRIA, *continued*

This legislation will require parliamentary approval, but the Ministry expect to obtain this so that the new rates will be effective from December 1 (November 15 for books).

A further notice will be published when the legislation has been approved.

All inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

Proposed reductions in import duties

REGULATIONS have been prepared for parliamentary approval which will lower the Austrian import duty applicable to all countries on the following items, with effect from November 15, until June 30, 1970. A number of other reductions are being considered, and may be added to the list later.

B.N.	Commodity	New import duty
07.02	Vegetables (whether or not cooked) preserved by freezing	10%
08.10	Fruit (whether or not cooked) preserved by freezing	10%
16.04 B 1 (b) 1	Fish cooked or smoked, in sauce, in mayonnaise, in remoulade sauce, or otherwise, not in jelly	A.S. 55 per 100 kg.
21.02 A	Extracts of coffee, solid	12%
34.01	Soap, including medicated soap	12%
39.01 D 2 A	Aminoplasts, based on urea and thio urea, other than those based on urea derivatives	A.S. 170, per 100 kg
40.09	Piping and tubing of unhardened vulcanized rubber	12%
Ex 40.11 A 2 (b)	Rubber tyres, weighing more than 80 kg. each	20%
56.07 A e 58.04 B 1	Furnishing fabrics, other than those woven in the same manner as plush velvet	20%
73.38 B 1	Electrical articles of steel sheet or plate, with reinforced bottoms	20%
76 03 B 1	Unworked aluminium, whether or not cold-straightened, simply cut to regular shape	8%
76.15	Articles of a kind commonly used for domestic purposes, builders' sanitary ware for indoor use, and parts of such articles and ware, of aluminium	15%
82.06	Knives and cutting blades for machines or for mechanical appliances	14%

(*Continued on page* 1422)

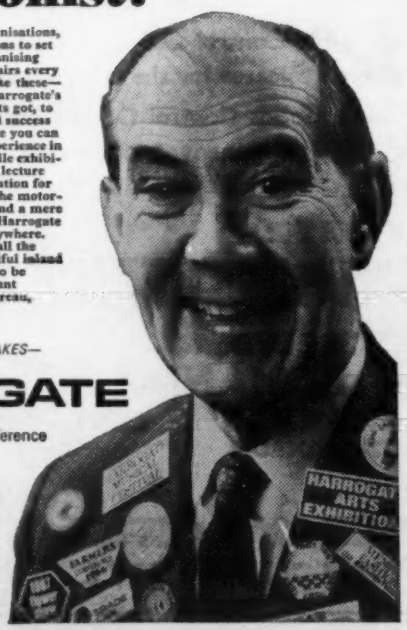
Back from a recent visit to Scandinavia, full of optimism for increased export orders from the area, is Mr. Roland Cunnell (second from the left), a director of J. & S. Sieger Ltd., of Poole, Dorset, manufacturers of gas alarm systems for detecting potential explosive, inflammable and toxic gas and vapour concentrations in a wide variety of industrial installations.

Although they have established a strong network of agencies throughout the world, Siegers place strong emphasis on personal contact with potential customers overseas and visits to British Embassies and Consulates to enlist their support. To this end Mr. Cunnell and Mr. Joshua Sieger, managing director (third from the left), have between them covered some 80,000 miles in the past eight months, taking in the United States, Western Europe and Eastern Europe as well as Scandinavia.

Many thousands of miles have also been covered by Mr. Alan Thrower (extreme right), the company's chief engineer (applications), and Mr. Gerald Moore (left), chief engineer (research and Development),

Tony Bryant is an exhibitionist!

He *(and his staff)* help scores of Organisations, Professional Groups and Federations to set up their Exhibitions as well as organising over 200 Conferences and Trade Fairs every year. When it comes to functions like these—large or small, serious or social—Harrogate's got what it takes—and gives what its got, to guarantee the smooth running and success of every venture. Here in Harrogate you can benefit from our many years of experience in this field and enjoy our new, versatile exhibition centre, elegantly comfortable lecture halls and first rate hotel accomodation for even the largest *'happening'*. With the motorways close by, good rail services and a mere 20 minute ride to Yeadon Airport, Harrogate is indeed easily accessible from anywhere. But the benefits don't end there—all the amenities of the finest, most beautiful inland holiday resort in the country are to be enjoyed by all. Write to Tony Bryant *(your Exhibitionist)*, Information Bureau, Harrogate, 'phone 4684.



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Please address enquiries to Portuguese National Trade Office, 20 Lower Regent Street, London, S.W.1. Telephone: 01-930 2455.

AUSTRIA, *continued*

B.N.	Commodity	New Import Duty
84.15 B	Refrigerators, other than absorption type	10%
84.21 C	Mechanical appliances for projecting, dispersing or spraying liquids, or powders; other than fire extinguishers or steam and sand blasting machines	10%
84.22 B	Shovel loaders	7%
84.22 C	Cable winches of all kinds	10%
84.22 D	Lifting, handling or loading equipment, other than lifts, shovel loaders or cable winches	10%
84.24 B 3	Machinery for soil preparation and cultivation, such as lawn and sports ground rollers	10%
84.25 A 1 (b)	Combine harvest threshers, self-propelled, weighing less than 3,000 kg.	10%
84.25 C 4	Mowing machines, other than havester binders and lawn mowers, hand or motor driven with a swath of less than one meter	10%
84.25 D	Hay tedders and tedder-rakes	10%
84.25 F	Certain grading machines for agricultural produce	10%
84.26 C	Dairy machinery, other than milking machines, homogenizers, churns and butter and cheese moulding machines	10%
84.28 B	Other agricultural machinery	10%
84.40 C 2 A	Certain laundry machinery, with a capacity of not more than 12 kg. of dry laundry	15%
85.06 A	Vacuum cleaners and floor polishers	15%
85.06 B	Electro-mechanical domestic appliances other than vacuum cleaners and floor polishers	15%
85.07 A	Electric shavers	10%
85.08 B 3	Certain ignition equipment for internal combustion engines	14%
85.12 A	Electric fires and plate warmers	17%
85.12 C 2 and 3	Certain electrical heating appliances	15%
85.18 A	Fixed capacitors	15%
85.19 A 2	Resistors (except electric heating resistors) weighing less than 150 grammes	13%
Ex 90.24 A	Thermostats	15%
90.28 B	Certain electrical measuring, checking and analysing equipment	14%
92.11 A 3	Certain types of sound recorders and reproducers, magnetic	14%
92.12 A 2	Certain equipment for the production of gramophone records and other sound or similar recordings	6%
92.12 C	Recorded discs and cylinders for talking machines	10%
97.03 A	Toy musical instruments	15%
97.03 B 3	Mechanical and electrical toys, other than trains and mechanical plush toys	10%
97.03 C 1 c	Toys, of wood, other than roughly worked	18%
97.03 C 2 (b)	Toys of rubber, other than printing type, artificial plastic materials or papier mache	18%
97.03 C 5	Toys of plush n.e.s.	18%

All inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

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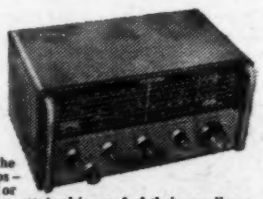

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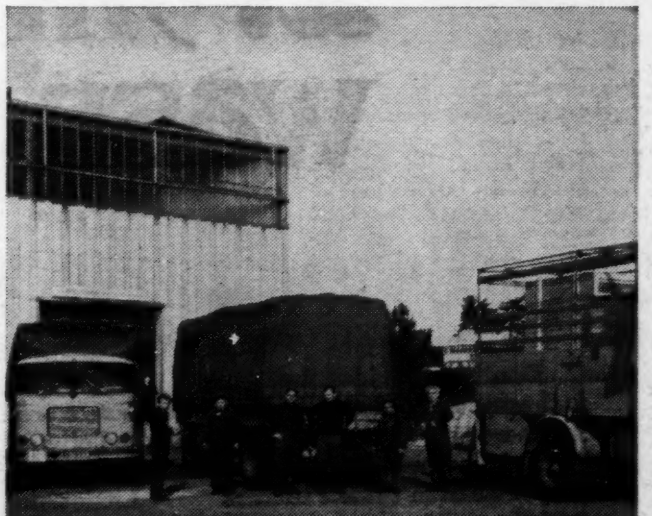
R36B

Hy-Mac Ltd. recently held a European sales conference for managers and representatives of their distibutors in German speaking territories – Hy-Mac Baumaschinen (Germany), Stambach G.m.bH. & Co. K.G. (Austria), and Intermac A.G. (German language cantons of Switzerland). The two-day conference, attended by five senior executives of the company's export division, was held in Zurich, and entailed detailed technical instruction with films and gave ample opportunity for discussion. The entire proceedings were conducted in German.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.



Drivers from a Czech transport firm arrived in Poole recently to collect machinery ordered from Davy Plastics Machinery Limited by a Czechoslovak cable manufacturer. They are shown during a brief pause in the loading of their vehicles with 24 tons of precision plastics processing machinery. The six vehicles returned to Prague via Dover/Zeebrugge, completing the journey in two days.

Express cargo for Italy. A job for professionals.

The new DC-8F and DC-9F all-cargo jets are designed to increase the efficiency of cargo handling.

Cargo can be transferred from one type of plane to the other in the minimum amount of time.

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That's why our new Rome Cargo Building is completely integrated and automated.

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REPUBLIC OF SOUTH AFRICA

Change to the metric system

UNDER SOUTH AFRICA *Government Gazette* Notices Nos. R.3397 of September 26 and R.3628 of October 31, metric quantities have been introduced for certain items which may, from the dates shown, be packed in accordance with the scale of quantities prescribed when prepared in package form before the time of sale.

These are still optional alternatives to the imperial quantities prescribed.

R.3397:

(a) Date: October 1, 1969.

Commodity	Quantities
(i) Paints, enamels, lacquers, varnish and wood stain or any wood preservative in a condition ready for use	Any quantity up to and including 125 ml, then 250 ml, 500 ml, 1 litre, 5 l, 20 l and 200 l.
(ii) Rice, dried beans, dried whole peas (green or yellow), split peas, pea flour, lentils (whole or split), pearl barley, bird seed and bird seed mixtures, and mixtures of sun-dried cereals and pulses for adding to soups	200 g, 500 g, 1 kg, 2 kg, 5 kg, 10 kg, 20 kg and 50 kg.
(iii) Bean meal and rice flour	100 g, 200 g, 500 g, 1 kg, 2 kg, 5 kg, 10 kg, 20 kg and 50 kg.
(iv) Chicken grit and balanced rations in small measure packs	1 kg, 2 kg and 10 kg.
(v) Salt	½ kg, 1 kg and 50 kg.
(b) Date: December 1, 1969. Dried fruit (as defined in the Regulations)	Any quantity above 62.5 g up to and including 125 g, then 250 g, 500 g, 1 kg and multiples of 0.5 kg above 1 kg: Provided that packs of a quantity of 62.5 g or less are not required to be sold by weight.

R.3628:

(c) Date: November 1, 1969. Brake fluid, automotive anti-freeze mixtures and automotive liquid chemicals	200 ml, 500 ml, 5 l, 20 l, 200 l and 210 l.

KENYA

Import licensing regulation

LEGAL NOTICE No. 234, published in the Kenya *Official Gazette Supplement* No. 84 of October 31, announces with effect from October 23 the Imports, Exports and Essential Supplies (Imports) (Amendment) (No. 5) Order, 1969, which amends the Imports, Exports and Essential Supplies (Imports) Order, 1968. The First Schedule to the latter Order, published in the *Board of Trade Journal* of December 13, 1968 (pages 1662-1664), and subsequently amended, is now further amended as follows:

First Schedule

Code	Division Number, Group Number, Item, Codes and Items
	Division 71 – Machinery, other than electric
	712 Agricultural machinery and implements
712 1 0 0	Disc ploughs (two, three and four furrow mounted discs only)

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

Timsons Ltd. have used McGregor, Swire Air Services to export the first of three Timson Web Offset presses by air to Voortrekker Pers Beperk of Johannesburg from London. The press, weighing one and a half tons, is for the manufacture of continuous stationery and business forms. Two further Timson presses will be sent to Johannesburg before the end of the year.

SIERRA LEONE

Customs tariff amendment

GOVERNMENT NOTICE No. 1278, The Customs Tariff (Amendment) Order, 1969, published in the Sierra Leone *Official Gazette* of October 23, amends Part B of the First Schedule to the Customs Tariff Act, with effect from that date, by the addition of the following new item:

First Schedule

Part B – Goods admitted conditionally at reduced duty rates:

Tariff No.	Tariff Description	Rate of Duty
B.9	Rotaprint films, chemicals and other materials imported solely for use in printing and accepted as such by the Comptroller	2½%

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

A £9.6 million 2,500-mile microwave radio communications network now being supplied to Nigeria by GEC was discussed by Mr. T. O. Akindele, director, Telecommunications Division of Nigeria's Ministry of Communications (right) during a recent visit to the Coventry headquarters of GEC-AEI Telecommunications Ltd. On arrival he was met by Mr. F. K. Chorley, director of GEC's Transmission Division (left) and Mr. B. H. Rowe.

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NEW ZEALAND

New Zealand-Australia free trade agreement—elimination of margins of preference

IN AN EXCHANGE of letters associated with the New Zealand-Australia Free Trade Agreement the New Zealand Government expressed the intention of eliminating the margins by which the rates of duty applicable to certain goods imported from Australia exceed those applicable to goods imported under the same Tariff item from other countries.

The New Zealand Minister of Overseas Trade has requested the Tariff and Development Board to make recommendations from time to time on the progressive implementation of this policy and in this regard the Board now intends to consider the goods listed in the following schedule.

If no representations are received to the contrary the Board proposes to recommend that in respect of these goods the rates of duty applicable to imports from Australia be reduced to the level of the present British Preferential Tariff rates or of such lower rates as are indicated in the notes of the schedule. Any person or firm desiring to make representation regarding an item or items should send their representations to Mr. O. A. Black, Acting Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Friday, February 27, 1970. Such representations should be in the form in which it would be intended to submit them as evidence under oath at a public inquiry and the 'Notes for Guidance of Witnesses' prepared by the Board may be found of assistance. Copies of these notes may be obtained from the Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

If public inquiries are found to be necessary in respect of any item or items notice to this effect will be given.

British Producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force indefinitely and any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc. PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade' telephone Wellington 43-706, (the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member. Details may be obtained from the BTANZ) and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 222-7877, Ext. 2321), quoting reference CRE 26547 G.

Tariff Item No.	Description	Present Rates			
		British Preferential	Australia	Most Favoured Nation	General
22.05	Wine of fresh grapes, etc.:				
22.05.02	Other sparkling wine containing not more than 40% of proof spirit. (See note 1)†	$1·50		$1·95 SA$1·42	$2·25
	Wine (except sparkling wine) and grape must, containing not more than 25% of proof spirit:				
22.05.03	In bottles†	90c	$1·12	$1·20 SA$1·12	$1·40
22.05.04	Otherwise packed	90c	$1·12	$1·20 SA$1·12	$1·40
	Wine (except sparkling wine) and grape must, containing more than 25% but not more than 40% of proof spirit:				
22.05.05	In bottles†	$1·10	$1·32	$1·40 SA$1·32	$1·60
22.05.06	Otherwise packed	$1·10	$1·32	$1·40 SA$1·32	$1·60
22.06	Vermouths, and other wines of fresh grapes flavoured with aromatic extracts				
22.06.01	Vermouths containing not more than 40% of proof spirit	60c	82c	90c SA82c	90c
	Wines of fresh grapes (except vermouths) flavoured with aromatic extracts:				
22.06.02	Containing not more than 25% of proof Spirit †	90c	$1·12	$1·20 SA$1·12	$1·40
22.06.03	Containing more than 25% but not more than 40% of proof spirit	$1·10	$1·32	$1·40 SA$1·32	$1·60
22.07	Other fermented beverages (for example, cider, perry and mead):				
	Other kinds:				
	Containing not more than 40% of proof spirit:				
22.07.02	Sparkling. (See note 1)†	$1·50		$1·95 SA$1·42	$2·25
	Other than sparkling:				
22.07.03	Containing not more than 25% of proof spirit†	90c	$1·12	$1·20 SA$1·12	$1·40
22.07.04	Containing more than 25% of proof spirit†	$1·10	$1·32	$1·40 SA$1·32	$1·60

Tariff Item No.	Description	Present Rates			
		British Preferential	Australia	Most Favoured Nation	General
22.09	Spirits (other than those of heading No. 22.08); liqueurs and other spirituous beverages; etc.:				
	Cordials, bitters ,and liqueurs:				
22.09.01	Containing not more than 40% of proof spirit†	$1·10	$1·32	$1·40 SA$1·32	$1·60
	Other kinds:				
	Sweetened:				
22.09.11	Containing not more than 25% of proof spirit, in combination with other ingredients†	90c	$1·12	$1·20 SA$1·12	$1·60
22.09.12	Containing more than 25% of proof spirit but not more than 40% of proof spirit, in combination with other ingredients†	$1·10	$1·32	$1·40 SA$1·32	$1·40
	Other kinds:				
22.09.15	Containing not more than 25% of proof spirit†	90c	$1·12	$1·20 SA$1·12	$1·40
22.09.16	Containing more than 25% of proof spirit but not more than 40% of proof spirit†	$1·10	$1·32	$1·40 SA$1·32	$1·60
	Unsweetened:				
22.09.21	Containing not more than 25% of proof spirit, in combination with other ingredients†	90c	$1·12	$1·20 SA$1·12	$1·40
22.09.22	Containing more than 25% of proof spirit but not more than 40% of proof spirit, in combination with other ingredients†	$1·10	$1·32	$1·40 SA$1·32	$1·60
40.14	Other articles of unhardened vulcanized rubber:				
	Washers:				
40.14.05	Other kinds	Free Can 15%	15%	..	35%
42.04	Articles of leather or of composition leather of a kind used in machinery, etc.:				

Tariff Item No.	Description	Present Rates			
		British Preferential	Australia	Most Favoured Nation	General
42.04.01	Belts and belting for machinery	20% Can 25%	25%	..	35%
42.04.09	Other	30%	40%	50%	60%
44.15	Plywood, blockboard, laminboard, battenboard and similar laminated wood products, etc.:				
44.15.09	Other	30%	40%	50%	70%
44.16.00	Cellular wood panels, whether or not faced with base metal	30%	40%	50%	70%
44.23	Builders' carpentry and joinery (including prefabricated and sectional buildings and assembled parquet flooring panels):				
44.23.01	Prefabricated and sectional buildings of wood	20% Can 30%	30%	40%	50%
44.23.02	Doors, wooden, glazed or unglazed	30% Can 40%	40%	50%	70%
44.23.09	Other	27½% Can 32½%	32½%	55%	60%
44.24	Household utensils of wood:				
44.24.01	Clothes pegs	25% Can 32½%	32½%	50%	60%
44.24.19	Other	27½% Can 32½%	32½%	55%	60%
68.11	Articles of cement (including slag cement), of concrete or of artificial stone, etc.				
	Pipes:				
68.11.03	Other kinds	Free	25%	..	45%
68.12	Articles of asbestos-cement, of cellulose fibre-cement or the like:				
	Pipes:				
68.12.03	Other kinds	Free	25%	..	45%
69.06.00	Piping, conduits and guttering (including angles, bends and similar fittings)	Free	25%	..	45%
71.15	Articles consisting of, or incorporating, pearls, precious or semi-precious stones, etc.:				
71.15.01	Jewellery boxes, cigar and cigarette boxes	22½%	45%	50%	60%
73.37	Boilers (excluding steam-generating boilers of heading No. 84.01) and radiators for central heating, not electrically heated, and parts thereof, etc.:				
73.37.01	Gas heated and parts thereof	27½%	35%	..	60%
73.37.09	Other	32½% Can 40%	40%	55%	60%
73.40	Other articles of iron or steel:				
	Animal and vermin traps:				
73.40.45	Mouse and rat traps; other animal and vermin traps	25% Can 35%	35%	50%	60%
73.40.53	Office desk equipment	20% Can 30%	30%	50%	60%
74.19	Other articles of copper:				
74.19.99	Other articles	25% Can 35%	35%	50%	60%
76.08	Structures, complete or incomplete, whether or not assembled, and parts of structures, etc., of aluminium, etc.:				
76.08.02	Door frames and parts thereof	25% Can 35%	35%	50%	60%
76.08.09	Other	25% Can 35%	35%	50%	60%
76.16	Other articles of aluminium:				
76.16.99	Other articles	25% Can 35%	35%	50%	60%
79.06.00	Other articles of zinc	25% Can 35%	35%	50%	60%
82.04	Hand tools, including mounted glazier's diamonds, not falling within any other heading of this Chapter, etc.:				
	Hand tools:				
82.04.24	Grease guns	25% Can 35%	35%	50%	60%
83.09	Clasps, frames with clasps for handbags and the like, buckles, buckle-clasps, hooks, eyes, eyelets and the like, of base metal, etc.:				
83.09.09	Other	25% Can 35%	35%	50%	60%
83.13	Stoppers, crown corks, bottle caps, capsules, bung covers, seals and plombs, etc.:				
	Other kinds:				
83.13.09	Other	25% Can 35%	35%	50%	60%
83.14.00	Sign-plates, name-plates, numbers, letters and other signs of base metal	25% Can 35%	35%	50%	60%
84.01	Steam and other vapour generating boilers (excluding central heating hot water boilers capable also of producing low pressure steam):				
84.01.01	Boilers	25% Can 35%	35%	..	60%
84.01.09	Parts	25% Can 35%	35%	..	60%
84.12.00	Air conditioning machines, comprising a motordriven fan and elements for changing the temperature and humidity of air	25% Can 35%	35%	..	60%
84.13.00	Furnace burners for liquid fuel (atomizers), for pulverized solid fuel or for gas; mechanical stokers, mechanical grates, mechanical ash dischargers and similar appliances	25% Can 35%	35%	..	60%
84.14	Industrial and laboratory furnaces and ovens non-electric:				
84.14.01	Industrial	25% Can 35%	35%	..	60%
84.16	Calendering and similar rolling machines (other than metal-working and metal rolling machines and glass-working machines) and cylinders therefor:				
84.16.01	Domestic ironing machines	27½% Can 32½%	32½%	..	65%
84.16.02	Parts	27½% Can 32½%	32½%	..	65%
84.17	Machinery, plant and similar laboratory equipment, whether or not electrically heated, etc.:				
	Instantaneous or storage water heaters, non-electrical domestic:				
84.17.11	Gas heated	27½%	35%	..	60%
84.17.12	Parts	27½%	35%	..	60%
84.17.13	Otherwise heated	32½% Can 40%	40%	55%	60%
84.17.19	Parts	32½% Can 40%	40%	55%	60%
	Other kinds:				
84.17.28	Other	32½% Can 40%	40%	56%	60%
84.22	Lifting, handling, loading or unloading machinery, telphers and conveyors, etc.:				
	Cranes, hoists, winches and capstans:				
84.22.12	Other	25% Can 35%	35%	50%	60%
	Jacks:				
84.22.14	Other	25% Can 35%	35%	..	60%
84.22.15	Conveyors and elevators	25% Can 35%	35%	..	60%
84.22.19	Other	25% Can 35%	35%	..	60%
84.23	Excavating, levelling, tamping, boring and extracting machinery stationery or mobile, for earth, minerals or ores, etc.:				
84.23.14	Pile drivers	25% Can 35%	35%	56%	60%
84.23.19	Other	25% Can 35%	35%	..	60%
84.34	Machinery, apparatus and accessories for typefounding or type setting, etc.:				
84.34.03	Stereotypes, electrotypes, impressed flongs and similar matrices, half-tone and line blocks	22½%	32½%	..	50%

(Continued on next page)

NEW ZEALAND *continued*

Tariff Item No.	Description	Present Rates			
		British Preferential	Australia	Most Favoured Nation	General
84.40	Machinery for washing, cleaning, drying, bleaching, dyeing, dressing, finishing or coating textile yarns, fabrics or made-up textile articles, etc.:				
	Other:				
84.40.23	Clothes pressing machines, manually operated, steam heated and fitted with perforated pressing heads	27½% Can 32½%	42½%	..	65%
84.49	Tools for working in the hand, pneumatic or with self-contained non-electric motor:				
84.49.02	Grease guns and other force feed lubricating equipment	25% Can 35%	35%	..	60%
84.56	Machinery for sorting, screening, separating, washing, crushing, grinding or mixing earth, stone, ores or other mineral substances, etc.:				
	For the treatment of earth, stone, ores or other mineral substances in solid form:				
84.56.01	Sorting, screening, separating and washing machinery	25% Can 35%	35%	..	60%
	Crushing and grinding machinery:				
84.56.02	Jaw crushers	15% Can 30%	30%	45%	60%
	Mixing and kneading machinery:				
84.56.04	Concrete mixers	25% Can 35%	35%	..	60%
84.56.05	Parts	25% Can 35%	35%	..	60%
84.56.06	Other	25% Can 35%	35%	..	60%
84.58.00	Automatic vending machines (for example, stamp, cigarette, chocolate and food machines), not being games of skill or chance	25% Can 35%	35%	..	60%
84.59	Machines and mechanical appliances, having individual functions, not falling within any other heading of this Chapter:				
84.59.21	Vats and other vessels fitted with mechanical devices	25% Can 35%	35%	..	60%
84.59.22	Presses	25% Can 35%	35%	..	60%
84.59.39	Other	25% Can 35%	35%	..	60%
84.63	Transmission shafts, cranks, bearing housings, plain shaft bearings, gears, and gearing, etc.:				
84.63.09	Other kinds	25% Can 35%	35%	54%	60%
84.65	Machinery parts, not containing electrical connectors, insulators, coils, contacts or other electrical features and not falling within any other heading in this Chapter:				
84.65.09	Other	25% Can 35%	35%	..	60%
85.04	Electric accumulators:				
85.04.01	As may be approved by the Minister and under such conditions as he may prescribe	Free Can 20%	20%	20%	50%
85.04.09	Other	10% Can 20%	20%	30%	50%
85.11	Industrial and laboratory electric furnaces, ovens and induction and dielectric heating equipment, etc.:				
85.11.09	Other	32½% Can 40%	40%	..	60%
85.19	Electrical apparatus for making and breaking electrical circuits, for the protection of electrical circuits, or for making connections to or in electrical circuits, etc.:				
	Apparatus for the protection of electrical circuits:				
	Fuses:				
85.19.21	Of artificial plastic materials	22½%	42½%	42½%	50%
	Of ceramic materials:				
85.19.22	Outdoor types having a rated capacity not exceeding 100 amperes for use in circuits not exceeding 660 volts	22½%	42½%	42½%	50%
85.19.23	Switchboard types having a rated capacity not exceeding 30 amperes	22½%	42½%	42½%	50%
85.19.24	Other	Free	20%	20%	25%
85.19.25	Other fuses	Free	20%	20%	25%
	Sockets and plugs therefor; wire and cable connectors and articles similar thereto:				
85.19.34	As may be determined by the Minister	22½%	42½%	42½%	50%
		or such lower rate of duty as the Minister may in any case direct.			
85.19.35	Other	Free	20%	20%	25%
85.24	Carbon brushes, arc-lamp carbons, battery carbons, carbon electrodes and other carbon articles of a kind used for electrical purposes:				
85.24.02	Electrodes for arc-lamps or for electric furnaces	Free Can 10%	10%	20%	35%
86.08	Containers specially designed and equipped for carriage by one or more modes of transport:				
86.08.09	Other kinds	25% Can 35%	35%	50%	60%
87.01	Tractors (other than those falling within heading No. 87.07), whether or not fitted with power take-offs, winches or pulleys:				
	Other tractors:				
	Other kinds:				
	Crawler tractors:				
	With self-contained hydraulic controls comprising pumps, control valves and oil reservoirs, to operate other equipment and not forming integral parts of the tractors:				
87.01.22	The hydraulic control portion	25% Can 35%	35%	..	60%
	Wheeled tractors:				
	With self-contained hydraulic controls comprising pumps, control valves and oil reservoirs, to operate other equipment and not forming integral parts of the tractors:				
87.01.25	The hydraulic control portion	25% Can 35%	35%	..	60%

Tariff Item No.	Description	Present Rates			
		British Preferential	Australia	Most Favoured Nation	General
87.07	Works trucks, mechanically propelled, of the types used in factories or warehouses for short distance transport or handling of goods, etc.:				
87.07.01	Elevating or stacking trucks (for example, fork-lift trucks) and parts thereof	25% Can 35%	35%	••	60%
94.01	Chairs and other seats (other than those falling within heading No. 94.02), etc.:				
94.01.09	Other	22½%	45%	50%	60%
94.03	Other furniture and parts thereof:				
94.03.09	Other	22½%	45%	50%	60%
94.04	Mattress supports; articles of bedding or similar furnishing fitted with springs or stuffed, etc.:				
94.04.01	Mattress supports of metal	25% Can 35%	35%	50%	60%
94.04.19	Other	22½%	45%	50%	60%
97.06	Appliances, apparatus, accessories and requisites for gymnastics or athletics, etc.:				
97.06.02	Golf balls	22½%	27½%	47½%	65%
98.05	Pencils (other than pencils of heading No. 98.03), etc.:				
	Writing and drawing chalks:				
98.05.13	School chalks	20% Can 30%	30%	50%	60%

Note 1

Tariff item 22.05.02 – Other sparkling wine containing not more than 40 per cent of proof spirit.

Tariff item 22.07.02 – Other fermented beverages containing not more than 40 per cent of proof spirit – other kinds – sparkling.

The relevant duty rates are the British Preferential rate of †$1·50 per gallon (effective on goods of Australian origin) and the lower South African Agreement rate of †$1·42 per gallon.

† Per gallon of six reputed quart bottles or the reputed equivalent in bottles of a larger or smaller reputed capacity.

Tariff changes

DETAILS are given below of changes in the New Zealand Customs Tariff which came into effect on September 5, 1969:

Tariff Item	Description	Unit	Rates of Duty		
			British Preferential	Most Favoured Nation	General Tariff
	Chapter 85				
	Electrical machinery and equipment: parts thereof				
85.23	Insulated (including enamelled or anodized) electric wire, cable, bars, strip and the like (including co-axial cable), whether or not fitted with connectors:				
	Wire and cable:				
	Armoured:				
85.23.21	As may be determined by the Minister	Cwt.	15%*	35%*	40%*
85.23.22	Other	Cwt.	Free	20%	25%
85.23.23	Co-axial	Cwt.	Free	16%	25%
	Lead-sheathed:				
85.23.24	As may be determined by the Minister	Cwt.	15%*	35%*	40%*
85.23.25	Other	Cwt.	Free	20%	25%
85.23.26	Cut to length and fitted with connectors	Cwt.	20%	40%	45%
	Other, insulated with:				
85.23.27	Lacquer or enamel only	Cwt.	Free	20%	25%
	Rubber, whether or not sheathed in rubber or other material:				
85.23.28	As may be approved by the Minister and under such conditions as he may prescribe	Cwt.	Free	20%	25%
85.23.29	Other	Cwt.	15%	35%	40%
	Artificial plastic material, whether or not sheathed in plastic or other material:				
85.23.31	As may be approved by the Minister and under such conditions as he may prescribe	Cwt.	Free	20%	25%
85.23.32	Other	Cwt.	15%	35%	40%
	Other material:				
85.23.33	As may be approved by the Minister and under such conditions as he may prescribe	Cwt.	Free	20%	25%
85.23.34	Other	Cwt.	15%	35%	40%
	Other kinds:				
85.23.35	As may be approved by the Minister and under such conditions as he may prescribe	Cwt.	Free	20%	25%
85.23.39	Other	Cwt.	15%	35%	40%

*Or such lower rate of duty as the Minister may in any case direct.

The following items were revoked on September 5, 1969:

85.23.01	85.23.04	85.23.07	85.23.11
85.23.02	85.23.05	85.23.08	85.23.12
85.23.03	85.23.06	85.23.09	85.23.13
			85.23.19

Any inquries regarding this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321).

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INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

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NEW ZEALAND, *continued*

Customs tariff inquiry: canned pineapple

IN THE *Board of Trade Journal* of September 3, 1969, page 654, it was stated that pineapples under Tariff Item 20.06.13 were exempt from New Zealand import licensing under Licensing Item Code 20.139. Canned pineapple, however, is still subject to import licence, the relevant item Code being 20.130 and not 20.139 as quoted.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 770/69.

Tariff and Development Board report: travel goods

COPIES of the following New Zealand Tariff and Development Board interim report have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) reference CRE 2025/68.

Tariff Item	Description
42.02.01 42.02.02 42.02.09 43.03.04	Travel goods

Tariff and Development Board report: hair clippers

COPIES of the following New Zealand Tariff and Development Board report have now been received and are available from the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) reference CRE 2043/68.

Tariff Item	Description
85.07.02 85.07.09	Hair clippers with self-contained electric motor and parts thereof

MALAYSIA

Import control: cyclamates

THE MALAYSIAN MINISTRY OF HEALTH have made the following Order:

With immediate effect, the Ministry will stop issuing further licences for the importation of cyclamates into West Malaysia.

Those firms which have been previously issued with licences to import artificial sweetening substances will now only be allowed to import, use or sell, under the terms of their licences, artificial sweetening substances other than cyclamates.

So far, 58 such licences have been issued by the Ministry.

Under the present regulations there is already total prohibition of any importation or sale of any foods containing any artificial sweetening substances under which category cyclamates would be included.

A 'food' as defined under the Sale of Food and Drugs Ordinance, 1952, includes every article which is used for food or drink by human beings or which enters into or is used in the composition or preparation of any such article and also includes flavouring matters and condiments, but does not include drugs.

The importation of cyclamates will be permitted again as soon as conclusive evidence can be obtained to show that there is no link between the adverse effects found in experiments on animals and human beings.

Meanwhile, firms with supplies of artificial sweeteners containing cyclamates are requested to co-operate with the Ministry by suspending all sales of such sweeteners until further notice. Firms using cyclamates for the manufacture of items, such as toothpaste and pharmaceuticals, etc. are also requested to stop using cyclamates for the time being.

This Order was made on November 4, 1969.

Any further inquiries regarding this notice should be made to Tariff Section, Export Services Branch, Room E47, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471, 472, 473).

Import control (1)

THE MALAYSIAN GOVERNMENT *Gazette* dated October 30, 1969, publishes the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 18) Order, 1969, which amends the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1969, by inserting in the Second Schedule immediately after:

Heading No.	Description of goods	Country
73.15 120	Ingots of alloy steel	All countries

the following:

Heading No.	Description of goods	Country
73.20 900	Tube and pipe fittings (for example, joints, elbows, unions and flanges), of iron or steel, other than of cast iron	All countries

This notice means that the goods described in column 2 and originating from column 3 are subject to special licensing when imported into the States of Malaya.

Import control (2)

THE MALAYSIAN GOVERNMENT *Gazette* dated October 30, 1969, publishes the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 19) Order, 1969, which amends the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1969, by deleting from the Second Schedule:

Heading No.	Description of goods	Country
28.19 000	Zinc oxide	All countries

This notice means that the goods in the second column are no longer subject to special licensing when imported into the States of Malaya from any country.

Pioneer industries

THE BOARD OF TRADE have been informed by cable that the Malaysian Government proposes to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Investment Incentives Act, 1968:

Industries	Products
1. Shipbuilding and repairing	Steel ships and vessels
2. Manufacture of air-conditioning machinery	Automotive air-conditioners and parts
3. Manufacture of hardwear tools and cutlery	Stainless steel cutlery and sinks. Household utensils of copper and brass.
4. Manufacture of wire and wire products	Woodscrew
5. Manufacture of industrial machinery and parts	Diesel engines
6. Timber	Prefabricated doors and windows
7. Manufacture of non-metallic mineral products, n.e.s.	Grinding wheels. Coated abrasives
8. Manufacture of rubber products, n.e.s.	Transmission, conveyor or elevator belts of vulcanized rubber
9. Manufacture of transport equipment	Outboard motors

This notice means that it has been represented to the Minister of Commerce and Industry that the development or establishment of these industries in Malaysia should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of fixed capital expenditure incurred, and up to eight years if they further qualify on grounds of (i) location in a development area; (ii) produce a priority product or establish a priority industry; (iii) achieve the required level of local content in production.

Any person may object to the making of the proposed order by

giving notice in writing to the Minister of Commerce and Industry, Kuala Lumpur, before December 5, 1969, of his objections and of the grounds on which they are based.

Any inquiries regarding this notice should be made to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471, 472, 473).

AUSTRALIA

Tariff changes

DETAILS ARE GIVEN below of changes made in the Australian Customs tariff by Customs Tariff proposals, which came into effect on October 13, 1969 and include those consequent upon Tariff Board inquiries into the following goods:

Almonds.
Compressed gas cylinders and similar pressure containers of iron or steel.
Taximeters.
Time switches and assembled clock movements.
Flexible metal tubing, piping and transmission shafts.

AMENDMENTS OF PART II. OF THE FIRST SCHEDULE TO THE CUSTOMS TARIFF 1966-1969

Tariff Item	Goods	Rate of Duty	
		General	Preferential
	Omit sub-item 08.05.2, *insert* the following sub-item:		
08.05.2	Almonds	15%	15%
	Omit paragraph 20.06.21, *insert* the following paragraph:		
20.06.21	Almonds	15%	15%
	After Note 5 to Chapter 39 *insert* the following Note:		
	6. The following goods are specified for the purposes of sub-paragraph 39.01.193, that is to say, goods that:		
	(a) Were in transit to Australia on October 13, 1969; and		
	(b) Are entered for home consumption within 21 days after importation.		
	After sub-paragraph 39.01.192 *insert* the following sub-paragraph:		
39.01.193	Brake fluids being, or having as a basis, a substance that is an ethylene oxide, derivative, not being goods specified in Note 6 to this Chapter.		
	Omit sub-items 73.24.1 and 73.24.9, *insert* the following sub-items:		
73.24.1	Of the seamless type	35%	25%
73.24.9	Other:		
73.24.91	Of the cryogenic type; having a water capacity exceeding 350 pounds	40%	30%
73.24.99	Other	12½%	Free
	Omit item 83.08, *insert* the following item:		
83.08	Flexible tubing and piping, of base metal	7½%	Free
	After paragraph 85.21.21, *insert* the following paragraph:		
85.21.22	Diodes and parts therefor, of a kind commonly used with alternators for use as original equipment in the assembly or manufacture of vehicles falling within sub-item 87.01.1, item 87.02 or 87.03 or paragraph 87.14.11, being diodes and parts therefor that are:		
	(a) In direct transit to Australia on October 13, 1969, and are entered for home consumption within 21 days after importation: or		
	(b) in bond in Australia on October 13, 1969, and are entered for home consumption on or before November 14, 1969.	35%	27½%

(*Continued on next page*)

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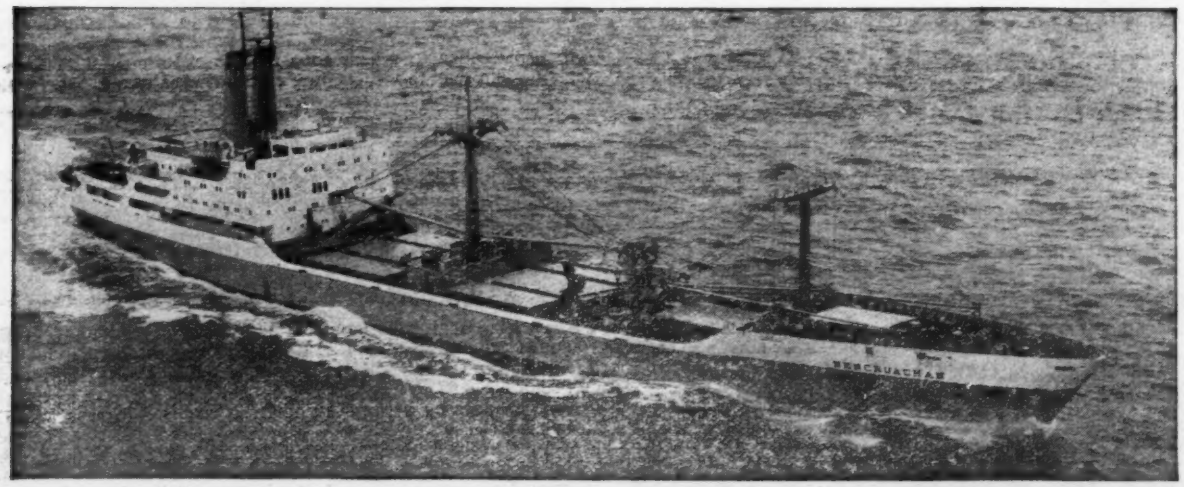

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AUSTRALIA, *continued*

Tariff Item	Goods	Rate of Duty	
		General	Preferential
	Omit from item 86.08 'Road-rail containers and similar containers specially designed and equipped to be equally suitable for transport by rail, road or ship,' *insert* 'Containers specially designed and equipped for carriage by one or more modes of transport.'		
	In Note 5 to Chapter 87 after paragraph (o) *insert* the following paragraph: '(p) Diodes of a kind commonly used with alternators, when not mounted on the alternators.'		
	Omit sub-item 90.27.1, *insert* the following sub-item:		
90.27.1	Taximeters	35%	25%
	Omit sub-item 90.29.2.		
	Omit item 91.06, *insert* the following item:		
91.06	Time switches with clock or watch movement (including secondary movement) or with synchronous motor:		
91.06.1	Time of day synchronous motor time switches	35%	25%
91.06.9	Other	7½%	Free
	Omit sub-item 91.08.1, *insert* the following sub-item:		
91.08.1	Of a kind used solely or principally in time of day synchronous motor time switches of a kind falling within sub-item 91.06.1	35%	25%
	Omit paragraph 91.11.91, *insert* the following paragraph:		
91.11.91	Of a kind used solely or principally in time of day synchronous motor time switches of a kind falling within sub-item 91.06.1	35%	25%

The changes below came into effect on **October 20, 1969**, and include those consequent upon tariff board inquiries into the following goods:

Belts, belting and woven cotton fabrics over 15 ozs. per square yard.
Syringes, injection or puncture needles, etc.
Drawing, measuring and calculating instruments.
Forged steel flanges.

Tariff Item	Goods	Rate of Duty	
		General	Preferential
	Omit item 40.10, *insert* the following item:		
40.10	Transmission, conveyor or elevator belts or belting, of vulcanized rubber:		
40.10.1	Reinforced solely with metal	30%	20%
40.10.9	Other:		
40.10.91	Conveyor or elevator belting, not being wholly of vulcanized rubber	35%	35%
40.10.99	Other	35%	25%
	Omit sub-item 42.04.1, *insert* the following sub-item:		
42.04.1	Belts and belting	35%	25%
	Omit paragraph 55.09.99, *insert* the following paragraph:		
55.09.99	Other	50%	40%
	Omit item 59.16, *insert* the following item:		
59.16	Transmission conveyor or elevator belts or belting, of textile material, whether or not strengthened with metal or other material	40%	30%
	Omit sub-item 84.22.5, *insert* the following sub-item:		
84.22.5	Coal conveyors, ore conveyors and ore belt distributors	In respect of the conveyor or elevator belting – 35%; In respect of the remainder of the goods – 30%	In respect of the conveyor or elevator belting – 25%; In respect of the remainder of the goods – 7½%
	After Note 9 to Chapter 87, *insert* the following Note: 10. In a sub-item in this Chapter, 'Unassembled' means goods that are not assembled or are not further assembled than a stage that, in the opinion of the Minister, constitutes a sub-assembly.		
	Omit Note 8 to Chapter 90.		
	Omit sub-item 90.16.1, *insert* the following sub-item:		
90.16.1	Drawing, marking-out and mathematical calculating instruments, drafting machines, pantographs, slide rules, disc calculators and the like; protractors, divided scales, measuring rods, tape measures and the like:		
90.16.11	Drafting machines with or without drawing boards, stands or tables	In respect of drawing boards, stands, and tables, if any – 42½%; In respect of the remainder of the goods – 40%	In respect of drawing boards, stands, and tables, if any – 17½% In respect of the remainder of the goods – 30%
90.16.12	Steel tape measures less than 15 feet in length	27½%	20%
90.16.19	Other	35%	17½%
	In sub-item 90.16.2, omit '(including micrometers, callipers, gauges, measuring rods and balancing machines)'; *insert* '(including micrometers, callipers, gauges and balancing machines), not being goods falling within sub-item 90.16.1.'		
	Omit paragraph 90.16.26.		
	Omit sub-items 90.17.3, 90.17.4 and 90.17.5, *insert* the following sub-item:		
90.17.3	Cannulae, catheters, suction tubes and the like; syringes; injection or puncture needles:		
90.17.31	Syringes other than syringes of artificial plastic material designed for use with injection or puncture needles; elastic gum woven catheters	In respect of injection or puncture needles (if any) – the rate of duty set out in this column that would apply to the needles if they were imported separately. In respect of the remainder of the goods – 7½%	In respect of injection or puncture needles (if any) – the rate of duty that would apply to the needles if they were imported separately In respect of the remainder of the goods – Free
90.17.32	Syringes of artificial plastic material designed for use with injection or puncture needles, entered for home consumption on or before December 31, 1972	In respect of injection or puncture needles (if any) – 42½% In respect of the remainder of the goods – 30%	In respect of injection or puncture needles (if any) – 25% In respect of the remainder of the goods – 20%
90.17.33	Injection or puncture needles entered for home consumption on or before December 31, 1972	42½%	25%
90.17.39	Other	30%	20%
	After paragraph 90.17.91, *insert* the following paragraphs:		
90.17.92	Vibratory massagers, as prescribed by by-law; dental units; kymographs	7½%	Free
90.17.93	Incubators for babies	30% Primage 10%	20% Primage 5%

Result of Tariff Board inquiry on chlorine and caustic soda

A NOTICE WAS published in the *Board of Trade Journal* on January 12, 1968, to the effect that a reference had been made to the Australian Tariff Board in respect of chlorine and caustic soda (tariff items 28.01.000 and 28.17.1).

The inquiry has now been held, and as a result, no change has been made in the duty free entry into Australia of chlorine. In the case of caustic soda, duties have been increased to 55 per cent General, and 45 per cent Preferential from November 7, 1969. By-law admission is to be extended to caustic soda used in exports of aluminium metal, aluminium semi-fabricates, rare earth metals and rare earth hydrate.

Full details of these changes will be published in the *Journal* as soon as possible.

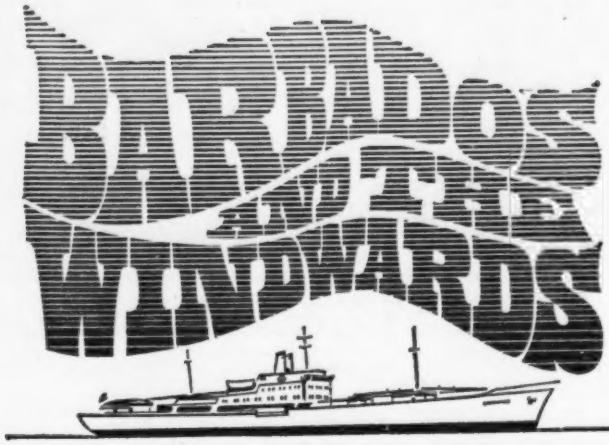
Inquiry on vegetable oils

THE AUSTRALIAN Minister for Trade and Industry has referred to the Special Advisory Authority for inquiry and report the question whether it is necessary that urgent protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of the following goods: Vegetable oils (tariff items 15.07 and 15.08, but not including olive oil, tariff item 15.07.92).

Details of the tariff items under which the above-mentioned goods are dutiable, may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

The Special Advisory Authority is required to report by December 9.

In the short time available for investigation, United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian



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agents or with the London office of the Australian British Trade Association, 21 Tothill Street, London, S.W.1 (Tel. 01-799 7447).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319 or 2318), quoting reference No. 1506/69.

GUYANA

Exemptions from import duty

PART III of the First Schedule to the Guyana Customs Ordinance (Table of Exemptions from Duty) has been further amended by the deletion of the last paragraph of item 11 and the substitution therefor of the following:

'Notwithstandng anything to the contrary contained in this item:
(i) prune wine and blending sherry when imported for use in the manufacture of rum in bonded premises;
(ii) malt whisky imported for use in the manufacture in Guyana of whisky consisting of imported spirit to an extent not exceeding 30 per centum in reference to the total proof gallons manufactured;
(iii) brandy concentrates imported for use in the manufacture in Guyana of brandy consisting of imported spirit to an extent not exceeding 30 per centum in reference to the total proof gallons manufactured; and
(iv) liqueur concentrates imported for use in the manufacture in Guyana of Creme de Menthe, Cherry Brandy and Creme de Cacao Liqueurs, respectively, consisting of imported spirit to an extent not exceeding .07 per centum, 29 per centum and 14 per centum in reference to the total proof gallons manufactured, respectively,
shall be exempted from import duty.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

JAMAICA

Industrial Incentives Law 1956

THE FOLLOWING PRODUCTS have been declared 'approved products' for the purposes of the Jamaican Industrial Incentives Law, 1956.

Spark plugs.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica, (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

Export Industry Encouragement Law, 1956

THE FOLLOWING products have been declared approved products for the purposes of the Export Industry Encouragement Law, 1956.

Furniture, excluding knocked-down furniture.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated September 17, 1969, page 794.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

BOLIVIA

Motor vehicles

BOLIVIAN Government Decree No. 08816 dated June 27, 1969 introduced lower duties and fixed new minimum valuations for private motor vehicles. Details of current duties and valuations may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 474).

SEYCHELLES

Tariff amendments

THE BOARD OF TRADE has received a copy of the Seychelles Customs Tariff (Amendment) (No. 2) Regulations, 1969, which gives a revised list of import duties and items. The effect of this notice is to amend the Customs Tariff (Amendment) (No. 2) Regulations, 1968, published in the *Board of Trade Journal* of April 5, 1968, pages 1126 to 1130, as follows:

Rates of import duty (Schedule A of the Customs Tariff Ordinance)

(a) By adding the words 'including wheeled or tracked vehicles not designed for normal use on the public highway' after the words 'other n.e.s. ' in No. 35 (b);

(b) The following new item should be added between Nos. 36 and 37.

Description of goods	Duty how chargeable	Rates of duty	
		General	Preferential
No. 36 A. Materials and manufactures, n.e.s., imported specifically for use in the building trade, provided that the Collector of Customs is satisfied that such materials or manufactures are in fact to be used solely for building purposes; such materials and manufactures shall include glass panes or sheets, putty and mastics, roofing, ceiling walling, flooring and foundation materials, electrical wiring and fittings, precast concrete manufactures, doors and windows with fittings, waterproofing agents, plasticizers and plasters, preservatives and insecticides	*Ad val.*	16⅔%	Free

Exemptions from import duty (Schedule B of the Customs Tariff Ordinance)

(a) No. 35 should be deleted and replaced by the following: No. 35 Ships' and boats' fittings and equipment including life-saving equipment provided that the Collector of Customs is satisfied that such fittings and equipment will not be used for any purpose other than that of constructing, fitting or equipping a ship or boat.

(b) The following words should be added immediately after the word 'rate' in No. 51 (ii) 'or accepted by the Financial Secretary as being not readily and economically procurable within this area, imports from which are dutiable at that rate.'

All inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

VENEZUELA

Import licensing requirement

BY RESOLUTION effective on October 21 (October 28 for air freight) the Venezuelan Ministries of Finance and Development have made the following goods subject to import licensing:

Tariff No.	Description
533-02-1	Newspaper ink.
533-02-02	Inks for graphic arts not elsewhere specified.

The rates of duty remain unchanged at Bs. 3 per kilo gross in each case.

ARGENTINA

Tobacco taxes

'CUERDA' and Dark Pressed type tobacco exported from or imported into Argentina are subject to inspection for health reasons. To cover the cost of the inspection service, Argentine Government Decree No. 682/69 established the following rates of tax for these types of tobacco:

	Pesos per kilogram
Exports	1
Imports	5
Imports for processing	1

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CHILE

Customs schedule amendments

THE FOLLOWING amendments were made recently to the Chilean customs Schedule:

Tariff Item	Details	Specific Duty Gold Pesos	*Ad val.* Duty
84.45.04	Modify break down to read:		
84.45.04.01	Engine lathes of up to 300 mm. swing over bed and up to 2,600 mm. between centres	KG 0·20	125%
84.45.04.02	Turret lathes of up to 35 mm. chuck, except turret lathes with horizontal axle	KG 0·20	125%
84.45.04.99	Other	KG Free	

Customs schedule amendments (2)

THE FOLLOWING AMENDMENTS were made recently to the Chilean customs schedule:

Tariff Item	Details	Specific Duty Gold Pesos	*Ad val.* Duty
73.12.01	*Add* new sub-heading:		
73.12.01.0	Galvanized hoop and strip, of iron or steel, up to 200 mm. wide and up to 2 mm. thick, for the manufacture of silos or irrigation ducts	KG Free	65%
73.12.01.02	Nickel-plated, up to 75 mm. wide, and up to 0·50 mm. thick	KG Free	90%
73.12.01.99	Other	KG 2·50	55%
79.06	*Add* new sub-heading:		
79.06.02	Plates or sheets of zinc, for the manufacture of containers for dry cells	KG Free	50%
89.01.99.99	Hydrofoils for tourist purposes	Each Free	Free

UNITED STATES

Transportation of hazardous materials by pipeline

THE *Board of Trade Journal* of October 22 announced revised regulations and safety standards for pipelines in the United States. However,

(*Continued on next page*)

FILMS FOR EXPORTERS

THE BOARD OF TRADE has prepared three films on exporting which are suitable for showing to Chambers of Commerce, Trade Associations, Export Clubs and other organizations who have an active interest in exporting. All three films were produced for the Board of Trade by the Central Office of Information and are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, W.3 (Tel. 01-743 5555).

They are:

'Shop Windows for Exports.' A 20-minute 16 mm. film in colour which describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions. It shows how a manufacturer can select those 'Shop Windows best suited for his product.

'The Friendly Invasion' This 12-minute film in colour was made at the Brussels and Toronto British Weeks in the autumn of 1967. It explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

'Call Export Intelligence.' A 30-minute film in colour describing the Government's services for exporters and how they can be used by firms to increase their exports. It shows the work of the Board of Trade's Export Services Branch, Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. No actors were used for this film. All the officials, commercial officers and businessmen appearing in the various scenes shot in Britain and Denmark actually do the jobs shown in the film.

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UNITED STATES, *continued*

not all the original proposals could be incorporated into the new rules as there still remained certain matters undecided. Comments on these unresolved points have been invited by the United States Department of Transportation and may be given at a public hearing in Washington D.C. on January 20, 1970.

Further details may be obtained from the Commercial Relations and Exports Department, Room 423, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404), quoting the reference FR 4.10-5.11.

Federal Trade Commission

THE UNITED STATES Federal Trade Commission has instituted a proceeding for the promulgation of trade regulation rules relating to The Care Labelling of Textile Products. For the purpose of this proceeding the term 'textile product' means any commodity made in whole or in part of fibres, yarn or fabric which commodity is intended for sale, in the form manufactured, to consumer-purchasers.

Interested persons are invited to submit written views and data on the proposed rules with the Chief, Division of Trade, Regulation Rules, Bureau of Industry Guidance, Federal Trade Commission, Pennsylvania Avenue and Sixth Street, NW, Washington, DC 20580 by January 6, 1970. Wherever possible comments in excess of two pages should be submitted in 20 copies.

A public hearing has been arranged for January 13 and 14 in Room 532 of the Federal Trade Commission Building, Washington, DC, for all persons wishing to present oral testimony.

Inquiries about this notice should be addressed to Commercial Regulations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). Ref FR 4.11.69.

Fair Packaging and Labelling Act: single consumer commodities

THE *Board of Trade Journal* of June 11, 1969 gave notice of regulations clarifying the labelling of packages containing single consumer commodities under the above act.

To illustrate the regulations, examples were cited which identified various commodities which are now excluded from the term 'consumer commodity' as defined in the Fair Packaging and Labelling Act.

Accordingly the regulations have been amended by deleting the examples used and replacing them with commodities which are considered to be 'consumer commodities' under the Act.

Inquiries should be addressed to Tariff Section (United States Section), Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455, 456, 457). Ref. FR 8.11.69.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1 (0532 38232 - Telex EconPlan 55472 - message to be prefixed For COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge (0223 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. B. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371 - Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261 - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NQ (0272 2107 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 - Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501). *District Office:* 314 St. Vincent Street, Glasgow, C2 (041-221 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 and 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1. Printed in England by Merritt & Hatcher Ltd., London. (K102) SBN 11 720398 X

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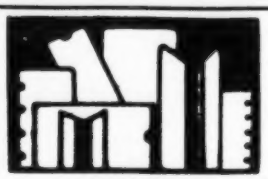

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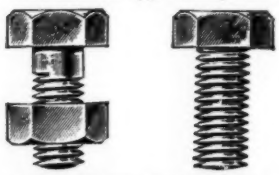

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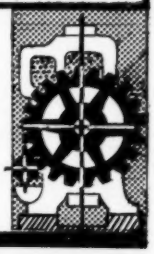

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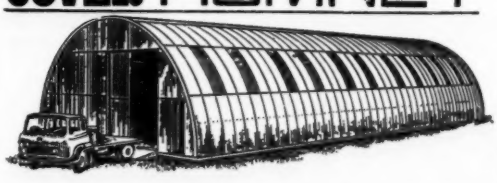

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EXPORT INTELLIGENCE BRIEFING No. 11—*Opportunity Finland*

Britain in Finland 1970

A year-long Trade Drive for British products in Finland

OVER the last ten years British exports to Finland have more than doubled and are expected to exceed £80,000,000 this year. Next year a series of Trade Fairs and Store Promotions will provide outlets for an even larger British share of this expanding EFTA market.

Look at the events listed below and the product categories which they will highlight. For the serious exporter they offer splendid opportunities to sell in Finland and to assess the value of the market and the likely competition. Even if none of the events is suitable for promoting your product you can take advantage of the favourable climate for British goods which the Trade Drive will generate.

The Board of Trade is assisting British firms at the following exhibitions. Why not join them?

SELLING OPPORTUNITIES IN FINLAND

International Trade Fair, Helsinki: 17th to 27th September

The major event of 'Britain in Finland 1970' at which capital, semi-capital, consumer durables and consumer goods will be on display. There is already a waiting list for space at this event.

Boat and Camping Show, Helsinki: 13th to 22nd March

Nine per cent of Finland is covered by 55,000 lakes, linked by waterways, navigable for small craft. Small boats are an important means of communication and recreation, and the expansion of demand clearly provides ample selling opportunities for camping and boating products.

Finnish International Shoe Fair, Helsinki: 15th and 16th March

By exhibiting at this event British shoe manufacturers can increase their share of this substantial market for both men's and women's footwear.

British Marine Equipment Exhibition, Helsinki: April

To be organised by the British Marine Equipment Council. A wide range of ships components and navigational aids will be exhibited.

International Home and Leisure Exhibition (Habitare 70), Helsinki: 17th to 26th April

This event could be a useful lead-in to the market for manufacturers hoping to take advantage of the Store Promotions in Finland later in the year.

International Transport Exhibition, Helsinki: 22nd to 25th May

All forms of transport equipment, materials handling equipment, industrial waste disposal and packaging equipment will be featured at this triennial event.

British Engineering Week, Helsinki: 12th to 16th October

This Promotion is being organised by the London Chamber of Commerce in co-operation with the Board of Trade. This event will consist of an exhibition with supporting technical symposia.

Store Promotions of consumer goods: 25th September to 8th October

Helsinki and the main provincial towns will be the venues for a series of simultaneous Store Promotions covering a wide range of consumer goods. Towns concerned will be: Tampere, Pietarsaari, Pori, Kokkola, Kuopio, Oulu, Turku, Vaasa, Lahti, Joensuu and Jyvaskyla.

Business Machines and Equipment Exhibition, Helsinki: 19th to 24th October

Finnish business methods are creating a growing demand for these products. British equipment is highly competitive and participation in this event is being sponsored by the Business Equipment Trade Association.

Food Fair, Helsinki: 11th to 15th November

There is a growing demand for biscuits, sugar confectionery, coffee, chocolate, cereals, jams, sauces and flavouring products.

Physicians' Days, Helsinki: 15th to 21st November

British participation is being sponsored by the Association of the British Pharmaceutical Industry. This is a competitive market for hospital equipment and ethical drugs.

Trade Missions

Throughout the year there will be a number of assisted Trade Missions to Finland organised by the BNEC/Export Council for Europe.

Export Intelligence can—

Obtain market assessments for individual products in Finland. Advise on the official assistance that may be provided during business visits. Interest potential agents in Finland, through our Commercial Officers, in products of manufacturers who are not represented. Supply reports on the commercial standing of potential agents and provide information on tariff and import regulations, standards, etc., in the Finnish market. Provide free space and an exhibition stand at joint ventures in specialised trade fairs. Assist at such events with collective advertising and help with publicity through the Central Office of Information.

Export Service Bulletin

You can learn about market pointers and specific export opportunities on a daily basis through a subscription to the Export Service Bulletin, published by Export Intelligence.

You can also call us at: Belfast (Ministry of Commerce) 34488 Telex 74578 · **Birmingham** 021-643 8221 Telex 33702 · **Bristol** 21071 Telex 44214 · **Cardiff** 62151 Telex 49267 **Glasgow** 041-248 2855 Telex 77583 · **Leeds** 20485 Telex 55472 · **London** (South Eastern Counties) 01-828 4355 Telex 25991 (Eastern Counties) 01-828 6271 Telex 25991 **Manchester** 061-832 9321 Telex 66104 · **Newcastle** 27575 Telex 53178